

# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE

Printed in U. S. A.

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879

Established 1883

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLVII

431 South Dearborn Street, Chicago, Ill., February 15, 1929

NO. 8

### Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKenna & Strasser**  
**GRAIN**

Room 877, 538 South Clark  
CHICAGO

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
COOKERS  
MOLASSES HEATERS  
SPECIAL DRY-



**WILLEY ELLIS COMPANY**

Successors to  
**THE ELLIS DRIER COMPANY**  
1201-1229 So. Talman Avenue  
CHICAGO, U. S. A.

ROTARY DRIERS  
TRUCK DRIERS  
STERILIZERS  
FANS  
STEAM TRAPS  
OAT BLEACHERS  
ING APPARATUS

When You Want **QUALITY**  
**Dried Buttermilk**  
**Dry Skim Milk**

For Animal and Poultry Feed  
Wire, write or phone us for  
Fresh Product Direct from 40 Plants  
Packed in 100-lb. Paper Lined Sacs  
Prompt or Deferred Shipments

FEED FORMULAS  
FEED PLANT EQUIPMENT  
FEED SYSTEM ENGINEERS

**S. T. EDWARDS & CO.**  
INC

110 N. Franklin St., Chicago, Ill.  
Phone Randolph 1547

FOLWELL-SINKS FORM LIFTING



**JACKS**  
AND  
**STEEL YOKES**  
FOR  
GRAIN ELEVATOR  
SILO  
AND  
COAL PIT  
CONSTRUCTION

**NELSON MACHINE CO.**  
WAUKEGAN, ILL.

## Caldwell Elevators and Conveyors

**C**ALDWELL Helicoid and sectional flight screw conveyors, bucket elevators, apron and pan conveyors, belt conveyors, car spotters, transmission machinery, etc., give long and reliable service.

No matter what your needs may be in the elevating, conveying or power transmitting line, Caldwell equipment will prove a profitable investment. Caldwell experience and facilities are yours for the asking.

CHICAGO-NEW YORK-DALLAS

**H. W. CALDWELL & SON CO.**  
LINK-BELT COMPANY, OWNER

Offices in Principal Cities

C-112

### Reliance Construction Company

Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

Board of Trade Building,

INDIANAPOLIS, IND.

### "THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal  
2 1/2 Bushels Grain

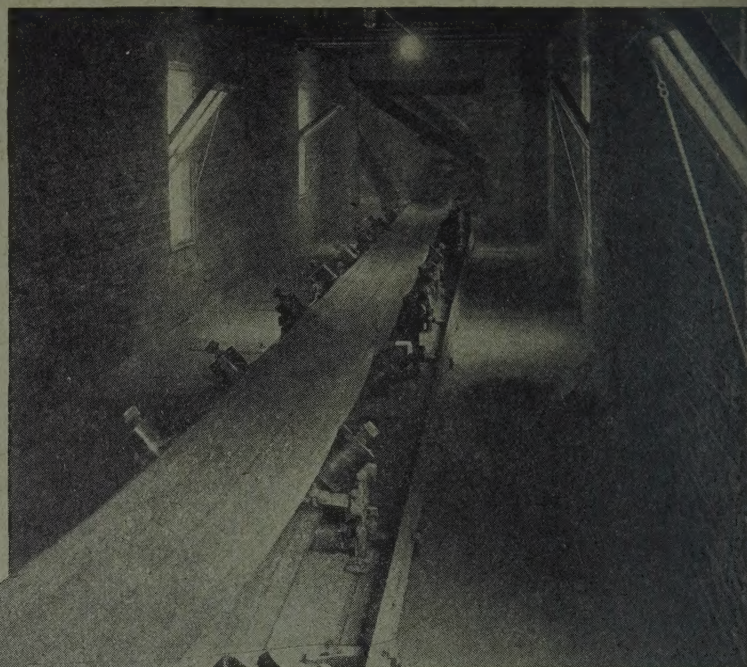
Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars. Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements. Why not order now, and let the Scoop-Truck be giving itself to you?

Patented July 30, 1907

PRICE: \$15.00 F. O. B. cars at factory  
Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.



# Another Diamond Grain Belt ..



*A recent installation in the plant of  
John E. Bastien Grain Company,  
Chicago, Illinois*

**R**IGHT NOW, in the United States and Canada alone, Diamond Grain Belts totaling twenty-five miles in length are operating, in 62 different plants, located in 54 cities, scattered through sixteen

states and two Canadian Provinces.

▲ ▲ You will make no mistake in specifying Diamond Grain Belts, because for many years they have carried a large share of America's total grain crop.

THE DIAMOND RUBBER COMPANY, INC., *Akron, Ohio*

Atlanta • Boston • Kansas City • New York • Philadelphia  
Chicago • Dallas • Los Angeles • Seattle • San Francisco

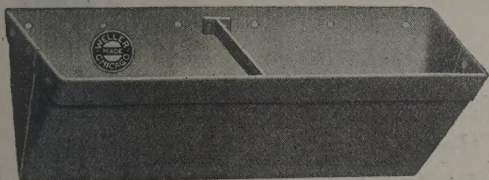
# Diamond

*Rubber Belting ♦ Hose • Packing*



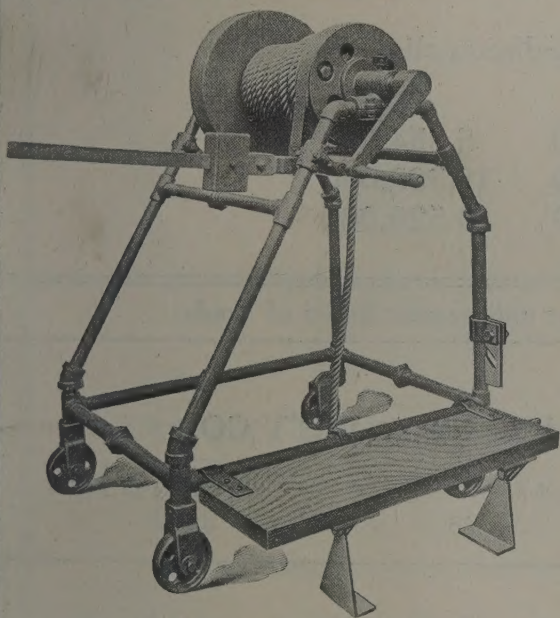
# WELLER

## GRAIN HANDLING EQUIPMENT



### WELLER "V" BUCKETS

New type one-piece bucket for high speed and perfect discharge. We also make Favorite, Earcorn, Buffalo, Rialto and Salem Elevator Buckets.



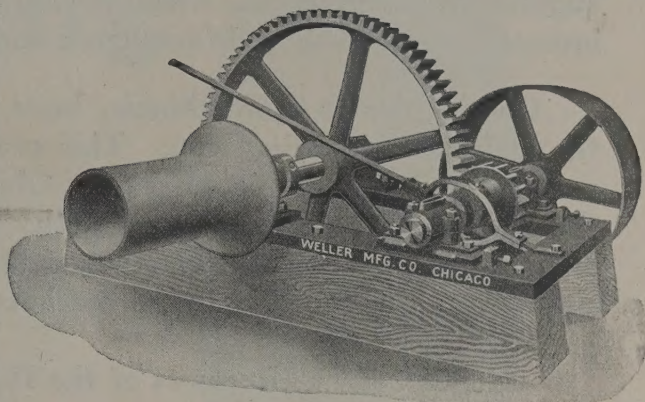
### WELLER PORTABLE MAN HOIST

Designed primarily for lowering men into grain bins for the purpose of repair work or cleaning bins.



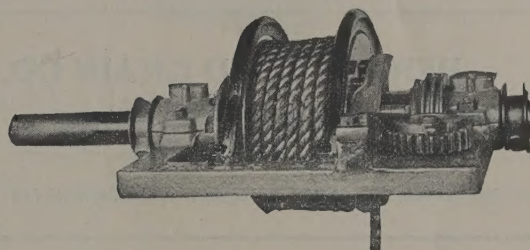
A few of the  
Weller Products

Apron Conveyors  
Belt Conveyors  
Drag Conveyors  
Mixing Conveyors  
Spiral Conveyors  
Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Barrel Elevators  
Sack Elevators  
Elevator Spouts  
Loading Spouts  
Dock Spouts  
Truck Dumps  
Wagon Dumps  
Hoppers  
Power Shovels  
Car Pullers  
Rope Drives  
Pulleys  
Hangers  
Friction Clutches  
Chain  
Sprockets  
Etc.



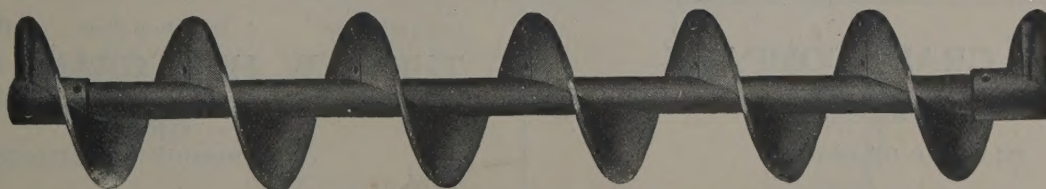
### WELLER CAR PULLERS

Capacities 2 to 18 cars for manila rope or wire direct connected or for belt power.



### WELLER POWER SHOVEL

Positive in action—pulls at any point—no counter weights—no counter weight ropes. Easy on the operator—easy to install. Possible rope travel up to 100 feet.



### WELLER SPIRAL CONVEYORS

Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True. Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned Spiral and Ribbon Conveyors

WELLER MADE PRODUCTS ARE SOLD ON THE BASIS OF QUALITY. INSTALLED IN YOUR MILL OR ELEVATOR THEY WILL HELP YOU OPERATE AT FULL CAPACITY BUT AT THE LOWEST COST FOR UPKEEP. WHERE SHUT-DOWNS ARE FREQUENT YOUR PROFITS ARE DISSIPATED. WELLER EQUIPMENT IS DEPENDABLE, OVERCOMING NECESSITY FOR REPAIRS.

# WELLER MFG. CO.

Main Office and Works,

1820-1856 N. Kostner Ave.

Chicago, Ill



# The Indianapolis Market

Indianapolis is becoming better known each year as a grain accumulating, handling, distributing and manufacturing center. Railroad facilities enable the merchants to draw supplies from the surplus wheat producing states of the northwest and Kansas, and in some instances from Oregon, Washington and Idaho.

Corn is drawn from Illinois, Iowa, Kansas, and Nebraska, and in favorable years from the Dakotas and Minnesota. This grain is distributed in the consuming territories and manufacturing plants in Michigan, Ohio, the New England States, the East, the Virginias, the Southeast and the extreme South. It is exported by way of all Atlantic seaports. Indianapolis-made grain products are distributed throughout the same consuming territory and are well known in foreign markets.

## Receipts of the Principal Grains at Indianapolis:

	1928	1927
Wheat .....	4,600,000	5,254,000
Corn .....	26,114,000	19,309,000
Oats .....	12,638,000	9,520,000

The following receivers are represented by membership in the Indianapolis Board of Trade:

### BERT A. BOYD GRAIN CO.

The Indianapolis Commission House  
*"Consignments Our Hobby"*  
 We Never Buy for Ourselves—We Always Sell for You

### FRANK A. WITT CO.

Grain Commission                      Sales Made to Arrive

### The Cleveland Grain & Milling Co.

OPERATING FIVE TERMINAL ELEVATORS

*Mighty Good Consignment Service*

Ed. K. Shepperd, *Manager*

Li. 2947

Toll: Loop 24

### H. E. KINNEY GRAIN CO.

COMMISSION—BROKERAGE

### BERRY GRAIN COMPANY

OPERATING ELEVATOR D

816 BOARD OF TRADE

Lew Hill, Pres.      A. D. Deluse, Secy.      O. P. Deluse, Treas.

### THE LEW HILL GRAIN COMPANY

*Incorporated Capital Stock \$50,000*

GRAIN

COMMISSION - BROKERAGE

Board of Trade Bldg.

Lincoln 3889

DONALD T. HART

WILLARD E. HART

### HART BROTHERS GRAIN CO.

GRAIN COMMISSION

*Efficient Conscientious Service*

### KENDRICK & SLOAN COMPANY, Inc.

Receivers and shippers of hay and grain

Hay in car lots our specialty

Bell Phone: Kiley 9361

## C. WM. MAIBUCHER GRAIN CO.

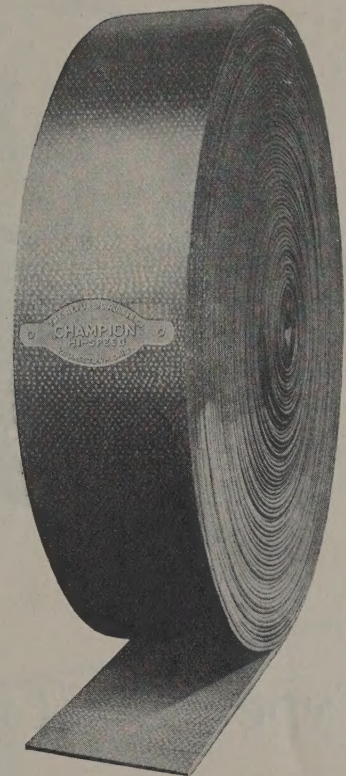
*Consignments and Sales to Arrive*



# Champion Hi-Speed Belting

Champion Hi-Speed Belting has strength—flexibility and long life. Special construction and special materials have resulted in a belting for difficult work such as only a real champion can do.

Ask for a sample of  
**CHAMPION HI-SPEED**  
The Super Service Belt



**T**WO points are noteworthy regarding the product shown above. First—It's the result of highly skilled craftsmanship, wide awake research, the best obtainable materials, and, a firm desire to produce something way above the ordinary from a service giving standpoint.

Second—In order that users may be properly served at the lowest possible prices it is marketed in the most direct and economical way—through Industrial Supply Distributors. Specify REPUBLIC.

THE REPUBLIC RUBBER CO.  
Youngstown, Ohio

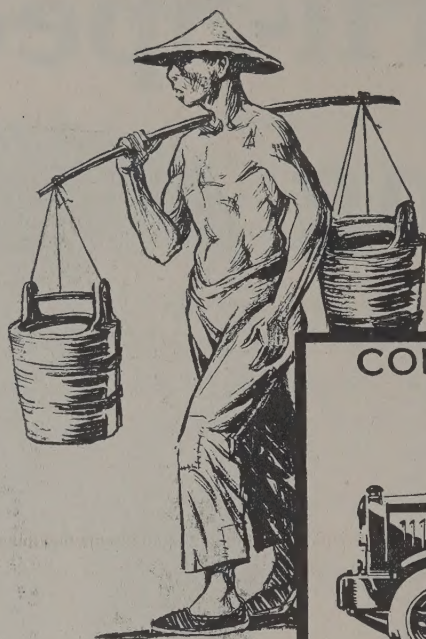


Belting - Packing - Hose  
Molded Goods - Lathe Cut Goods

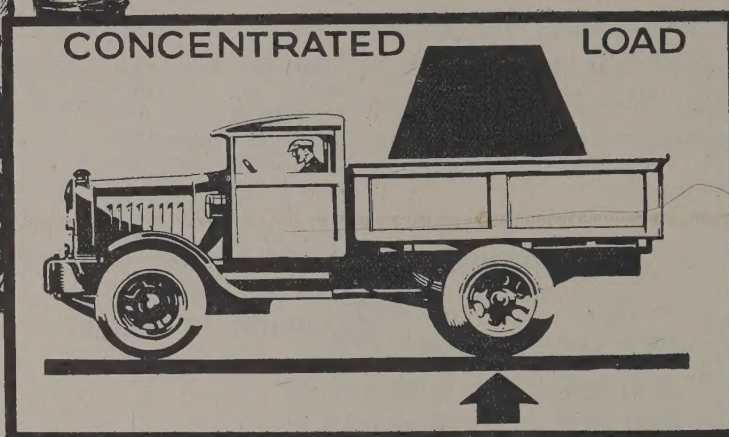
**REPUBLIC means  
the Best Mechanical  
Rubber Goods**







There's no place in modern business for "picturesque survivals"



## Type "S" Truck Scales are MODERN!

The picturesque water carrier of the last century would be no more obsolete as a means of modern water distribution, than is the wagon scale of a few years back when used for weighing the loaded motor truck of today.

A Fairbanks Type "S" Truck Scale, unlike both the water carrier's yoke and the mechanism of a wagon scale, does not require a carefully distributed load to operate satisfactorily. Type "S" Scales are built to accurately weigh the concentrated loads of modern motor trucks carrying from 65 to 90 per cent of their

load over the rear axle instead of divided between both axles as is the case with loaded wagons.

Like Fairbanks Track Scales—Type "S" Scales weigh accurately regardless of how unbalanced a load is or where it is placed on the platform. Fairbanks construction withstands the severest service and provides dependable, lasting accuracy.

If your business involves weighing, you owe it to yourself to at least investigate Fairbanks weighing equipment.

**FAIRBANKS, MORSE & CO.**

900 S. Wabash Ave., Chicago

And 40 principal cities—a service station at each house.

# Fairbanks Scales

Preferred the  World Over



# This motor cleans its air before ventilating!

An exclusive, patented feature of the Fairbanks-Morse Type HAC All-enclosed Motor! No breather and vent piping required—yet this motor supplies itself with pre-cleaned air.

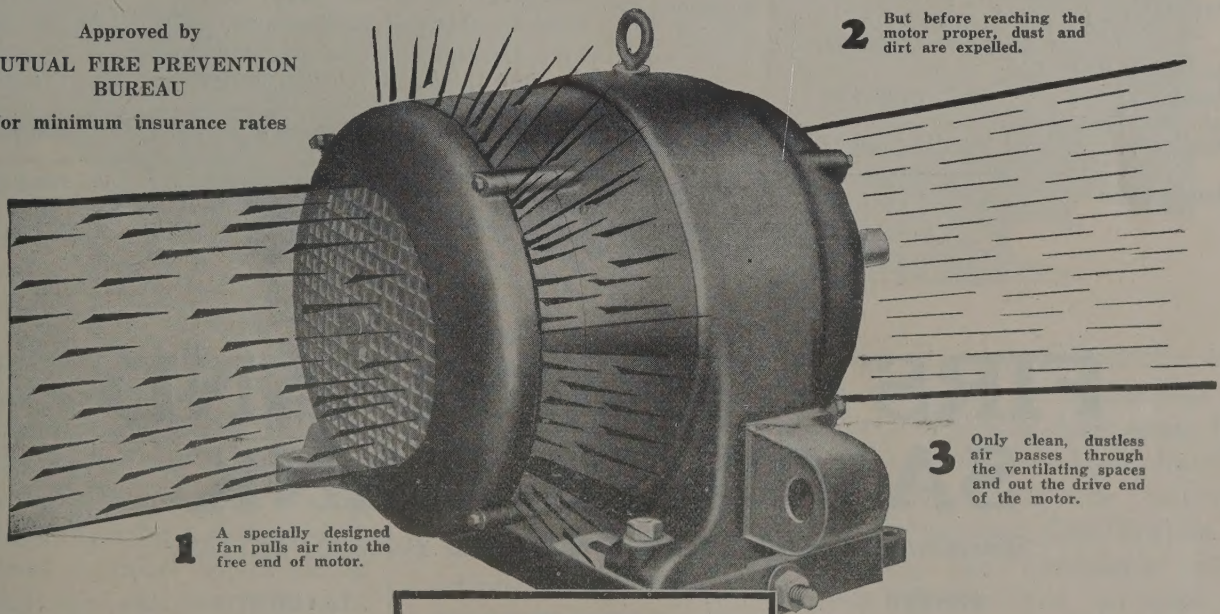
A specially designed fan draws air into the free end of the motor—the fan is of such design that dust and dirt are immediately expelled and only clean air passes back through the motor

ventilating spaces.

On the dustiest, dirtiest drive in your plant you can now have a fire-safe, all-enclosed motor with no more installation cost than that of a standard, open type motor.

Be sure to write for full data on the Fairbanks-Morse Type HAC. Be prepared for your next installation requiring a dustproof motor.

Approved by  
MUTUAL FIRE PREVENTION  
BUREAU  
for minimum insurance rates

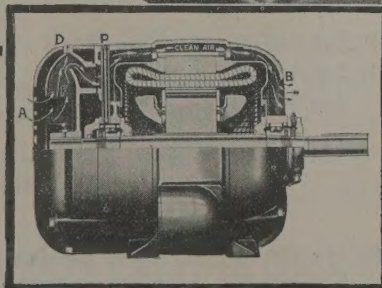


1 A specially designed fan pulls air into the free end of motor.

2 But before reaching the motor proper, dust and dirt are expelled.

3 Only clean, dustless air passes through the ventilating spaces and out the drive end of the motor.

A. Air inlet at free end of motor.  
F. Specially designed fan which functions as an air cleaner.



D. Vent for foreign particles thrown out centrifugally by fan.  
B. Clean air flows around winding shield and exhausts at opposite end of motor.  
P. Plunger device for greasing ball bearing without removing fan guard or bearing arms.



POWER  
PUMPING  
AND  
WEIGHING  
EQUIPMENT

FAIRBANKS, MORSE & CO., Chicago  
28 branches at your service throughout the United States

## FAIRBANKS-MORSE MOTORS

Pioneer manufacturers of ball bearing motors





# FIRST NATIONAL BANK OF CHICAGO

Statement of Condition at Close of Business December 31, 1928

ASSETS		LIABILITIES	
Loans and Discounts .....	\$257,435,857.35	Capital Stock paid in .....	\$ 15,000,000.00
United States Bonds and U. S. Certifi- cates .....	7,764,713.44	Surplus Fund .....	15,000,000.00
Other Bonds and Securities (market value) .....	3,824,798.78	Other Undivided Profits .....	6,801,872.57
Real Estate (Bank Building) .....	7,452,725.81	Discount Collected but not Earned .....	1,114,905.09
Federal Reserve Bank Stock .....	900,000.00	Dividends Declared but Unpaid .....	822,981.50
Customers' Liability Account of Accep- tances .....	4,946,875.72	Reserved for Taxes .....	2,657,693.63
CASH RESOURCES		Liability Account of Acceptances .....	5,448,654.95
Due from Fed. Res. Bank .....	\$28,207,085.59	Bills Payable and Rediscounts .....	18,810,263.85
Cash & Due from Banks .....	55,113,760.74	Time Deposits .....	\$ 44,780,068.14
	83,320,846.33	Demand Deposits ...	253,330,004.06
Other Assets .....	121,096.32		298,110,072.20
	\$365,766,913.75	Liabilities other than those stated above	2,000,469.96
			\$365,766,913.75
		Contingent Liabilities	under Commercial and Travellers Letters of Credit Guaranteed by Customers.
			\$8,571,505.73

# FIRST TRUST AND SAVINGS BANK

Statement of Condition at Close of Business December 31, 1928

ASSETS		LIABILITIES	
Bonds and Securities .....	\$ 45,358,940.45	Capital Stock .....	\$ 7,500,000.00
Time Loans and Discounts .....	42,325,689.70	Surplus Fund .....	7,500,000.00
Federal Reserve Bank Stock .....	450,000.00	Other Undivided Profits .....	6,407,144.20
Customers' Liability Under Letters of Credit .....	20,149.39	Reserved for Interest and Taxes .....	2,219,267.50
Demand Loans .....	\$44,394,692.43	Bills Payable .....	3,300,000.00
Due from Fed. Res. Bank .....	5,442,226.84	Liability Under Letters of Credit .....	1,120,149.39
Cash & Due from Banks .....	6,578,853.76	Contingent Liability on Other Banks' Bills Sold .....	1,092,981.24
Other Assets .....	673,129.06	Time Deposits .....	\$ 93,818,386.54
	\$145,243,681.63	Demand Deposits .....	21,298,690.39
		Liabilities other than those above stated	987,062.37
			\$145,243,681.63

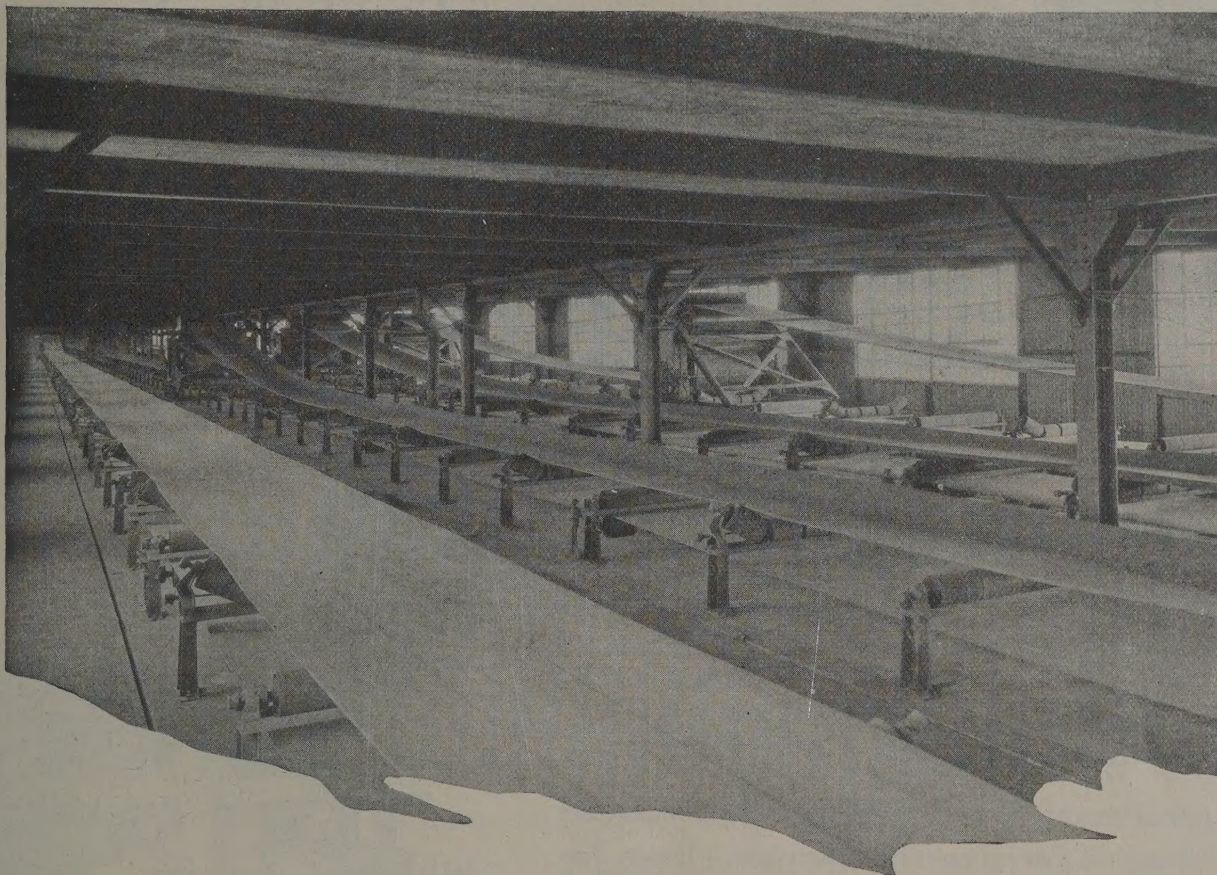
Combined	
Capital, Surplus and Profits .....	\$ 58,209,016
Deposits .....	413,227,149
Resources .....	511,010,595

Frank O. Wetmore, Chairman  
Melvin A. Traylor, President

Dearborn, Monroe  
and Clark Streets



# WEBSTER



Webster grain handling equipment is invariably specified or recommended by successful builders of grain elevators because they know that Webster equipment will live up to the high standard demanded. The correct method for handling grain and the right equipment with which to do it—both with reference to volume and cost—can be supplied by Webster engineers. With the experience of a half-century in solving grain handling problems in

WE MAKE  
EQUIPMENT  
FOR

LARGE AND SMALL  
ELEVATORS,  
CEREAL PLANTS,  
FEED MILLS,  
FLOUR  
MILLS,  
ETC.

elevators of all sizes, and under every condition of loading, unloading and distribution, Webster has long been headquarters for grain handling machinery and its unlimited manufacturing facilities for building the necessary equipment guarantees prompt delivery at reasonable cost.

In every department of grain elevator equipment Webster engineers have answered problems of handling and storage, now a common practice.

THE WEBSTER MFG. COMPANY  
1856 N. Kostner Ave. CHICAGO

# WEBSTER

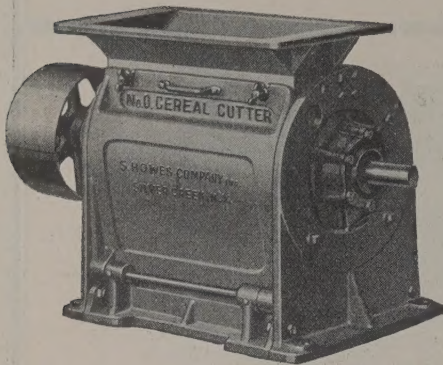
—Write to—

For Prices on  
GRAIN HANDLING EQUIPMENT





"Eureka" - "Invincible" Grain Cleaning Machinery



## "Eureka" Corn Cutting Machine

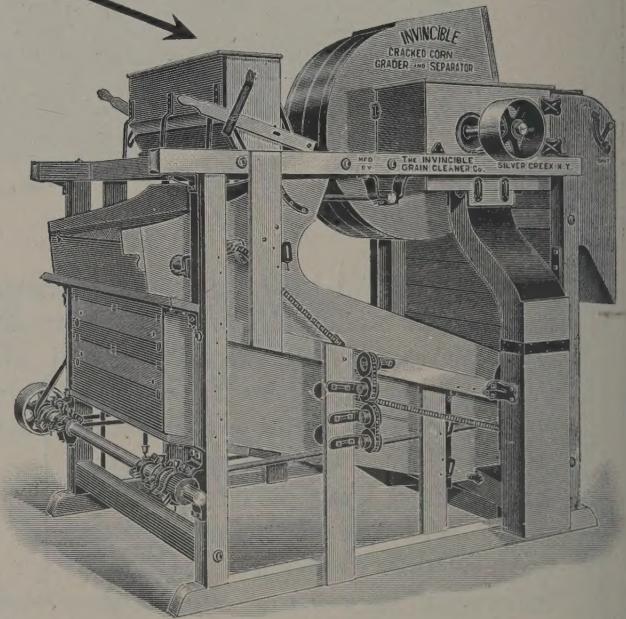
The dicing process as here best exemplified is the newer way to produce cracked corn. It has superseded all former methods chiefly because the product looks much more attractive and a higher yield per bushel is secured. Less low grade stock than from rolls or attrition mills. Cut corn due to cold processing does not heat and spoil as easily as mill-made cracked corn.

Send for our Bulletin No. 113

## "Invincible" Cracked Corn Grader

When a poultryman buys a certain grade of cracked corn he wants it for a specific purpose—large for hens, medium size for broiler stock and small for chicks. He won't tolerate a jumbled-up, dirty, messy mixture. The popularity of the "Invincible" Grader is due to its ability to deliver three grades of cracked corn each of which is strictly true-to-size, thoroughly clean—quite free from hulls, bran, meal, flour and dust.

Write for our Bulletin No. 23.



### REPRESENTATIVES

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P. A. Grotevant, 5834 South Park, Chicago, Ill.  
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.  
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
Dwight Dill, 700 N. Winnetka Ave., Dallas, Texas.

John T. Willis, 814 Winsor Ave., Elmira, N. Y.  
B. M. Estes, 1429 Allston St., Houston, Texas.  
Geo. S. Boss, Grand Hotel, New York City.  
W. M. Mentz, Sinks Grove, W. Va.  
Bert Besley, Box 363, Fremont, O.

Special Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.

Canadian Representative: Strong-Scott Mfg. Co., Ltd., 50 Front St., E., Toronto, 2, Ont., and Winnipeg, Man.

# S. HOWES CO., Inc.

## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY





**P**LOUGHING the seven seas . . . through the tempestuous north Atlantic or over the glassy surface of the southern Pacific . . . grimy freighters or greyhounds of the ocean . . . ships of all nature . . . carry grain . . . in many instances loaded from the elevators built by The M. A. Long Company, the builders of the most recent and modern terminal grain elevators on the entire Atlantic Coast.

Adept in the use of moving forms for rapid and economical concrete construction, The M. A. Long Company serves a long list of clients. They include grain elevators and kindred projects. No contract is too large or too small. We invite invitations to bid.

Seldom is a grain elevator contract awarded without inviting The M. A. Long Company to bid on construction.

*The* **M. A. LONG** *Co.*

*Engineers and Constructors*

10 West Chase Street

CHICAGO

Baltimore, Maryland

WASHINGTON

Grain  
Elevators



*Send to Department  
G. E. for these in-  
teresting illustra-  
tions which visu-  
alize, for you, the  
scope of our work.*







**Manchester Ship Canal Elevator**  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



**Buenos Aires Elevator Co.**  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



## John S. Metcalf Co. Grain Elevator Engineers



**Chicago & North Western Railway Elevator**  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

### OFFICES:

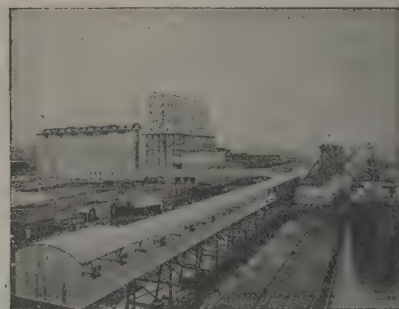
Chicago, Illinois - - - 111 W. Jackson Blvd.  
Montreal, Canada - - - 460 St. Helen Street  
Sydney, Australia - - - - - Pitt Street  
London, England - - 33 Henrietta St., Strand  
Vancouver, B. C. - - - 837 W. Hastings St.



**Harbour Commissioners Elevator No. 2**  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
Completed 1912



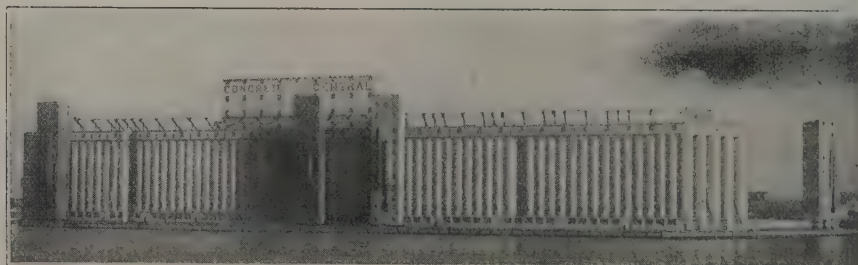
**Sydney Terminal Elevator**  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921



## MONARCH

Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices

One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**



**MONARCH ENGINEERING CO.**

**BUFFALO, N. Y.**

## The Barnett & Record Company

### GENERAL CONTRACTORS

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

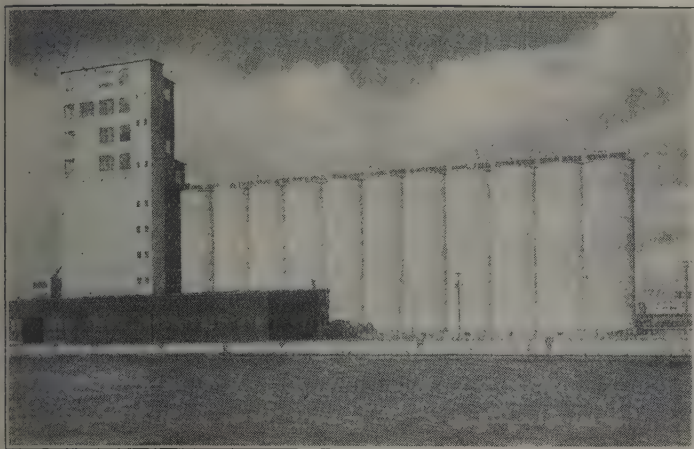
Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario







Panama Pacific Export Elevator, Ogden Point, Victoria, B. C.

A new modern Canadian West Coast Export Elevator  
Equipped with

## HESS GRAIN DRIER

*The World's Largest and Finest Elevators  
Use the Hess Drier*

**Hess Warming and Ventilating Co.**

1207 So. Western Ave., Chicago, Ill.

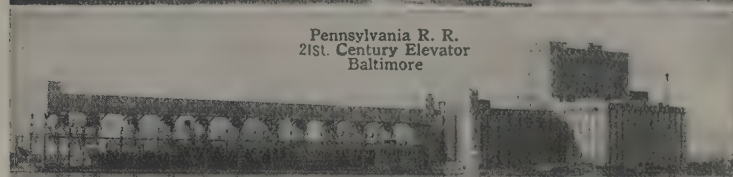
**Hess Drier Co. of Canada, Ltd.**

68 Higgins Ave., Winnipeg, Man.

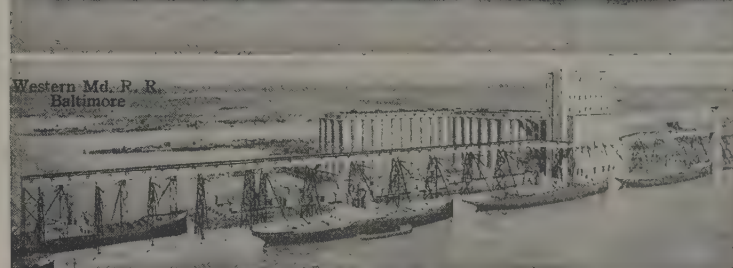


Uhlmann Elevator  
Kansas City

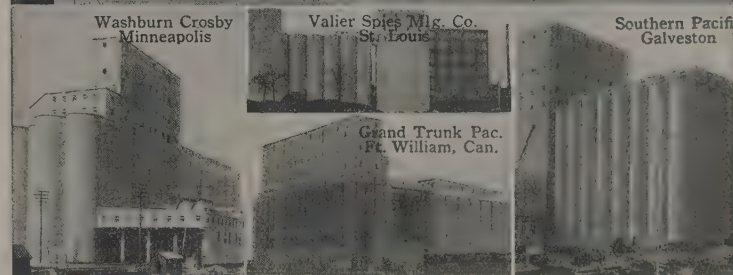
Pittsburgh Plate Glass Co.  
Oil Mill Refinery & Elevator  
Newark, New Jersey



Pennsylvania R. R.  
21st. Century Elevator  
Baltimore



Western Md. R. R.  
Baltimore



Washburn Crosby  
Minneapolis

Valier Spies Mfg. Co.  
St. Louis

Southern Pacific  
Galveston

## JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

FISHER BUILDING — 343 S. DEARBORN ST.

CHICAGO, ILLINOIS

W. R. SINKS  
PRESIDENT

THOMAS D. BUDD  
VICE-PRESIDENT

## DON'T GUESS! TEST!

And it is so easily and quickly done when you have the

### ZELENY SYSTEM

It only requires a few moments' time for someone to go to the bin Switchboard and ascertain the temperature of a bin of grain every five feet from bottom of bin, and the

### ZELENY SYSTEM

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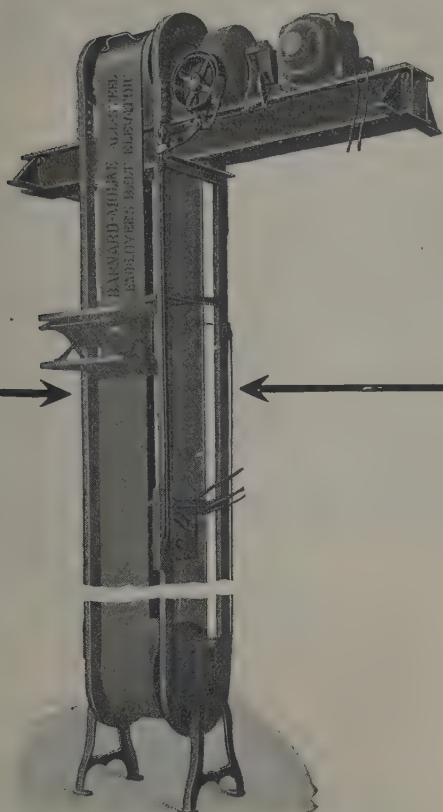
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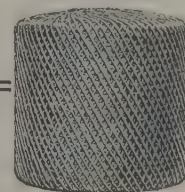
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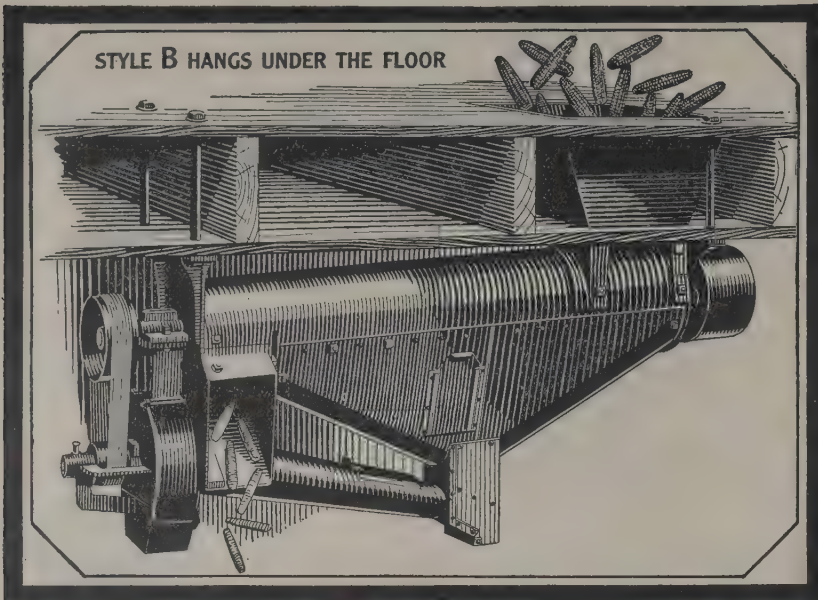
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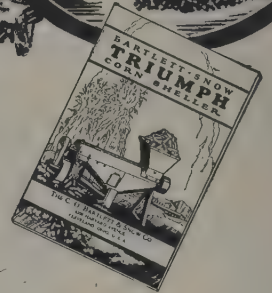


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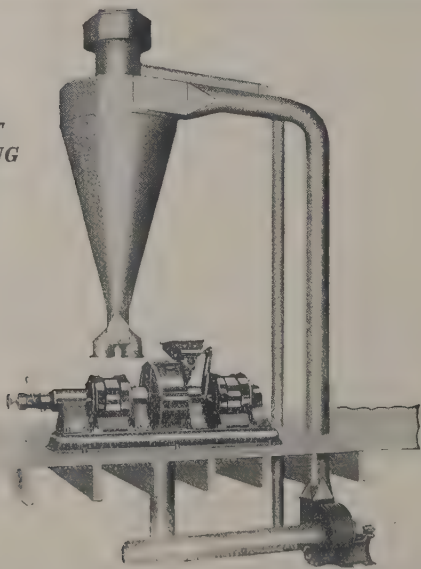
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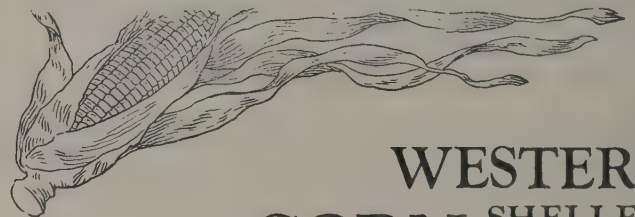
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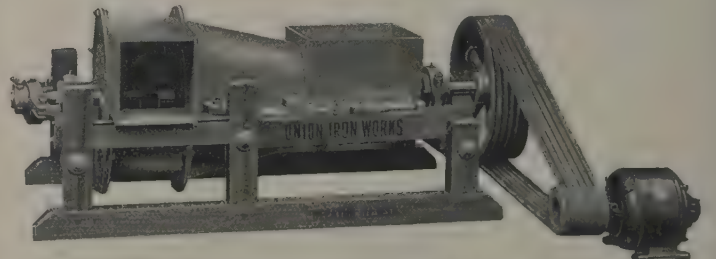
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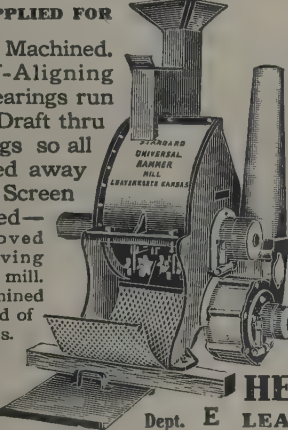
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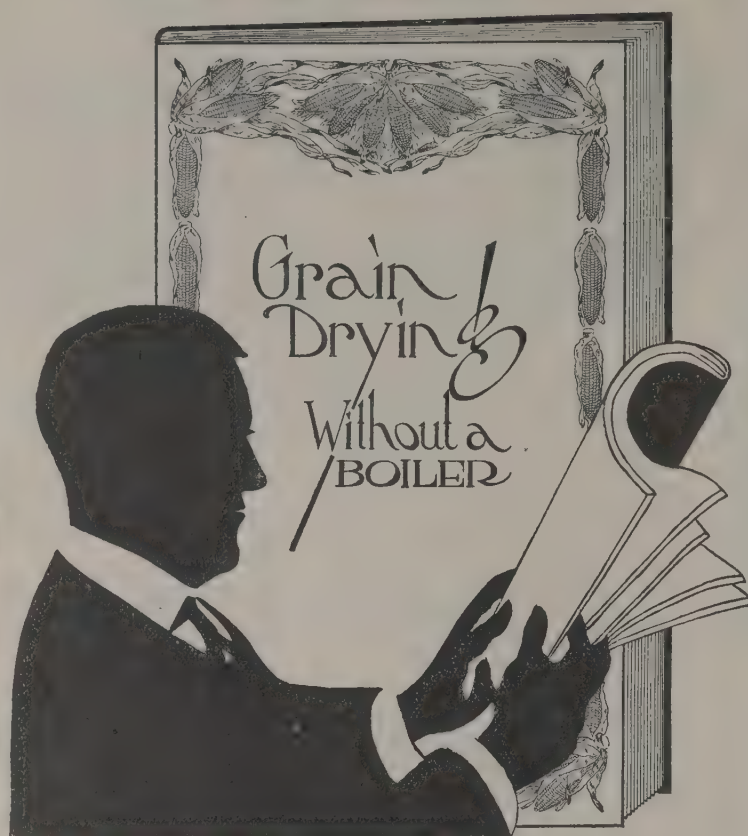
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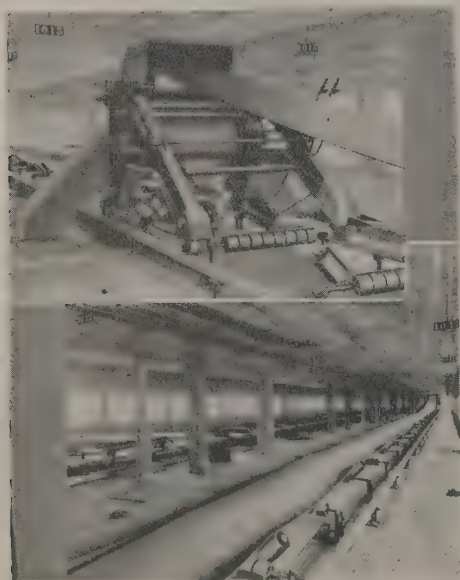
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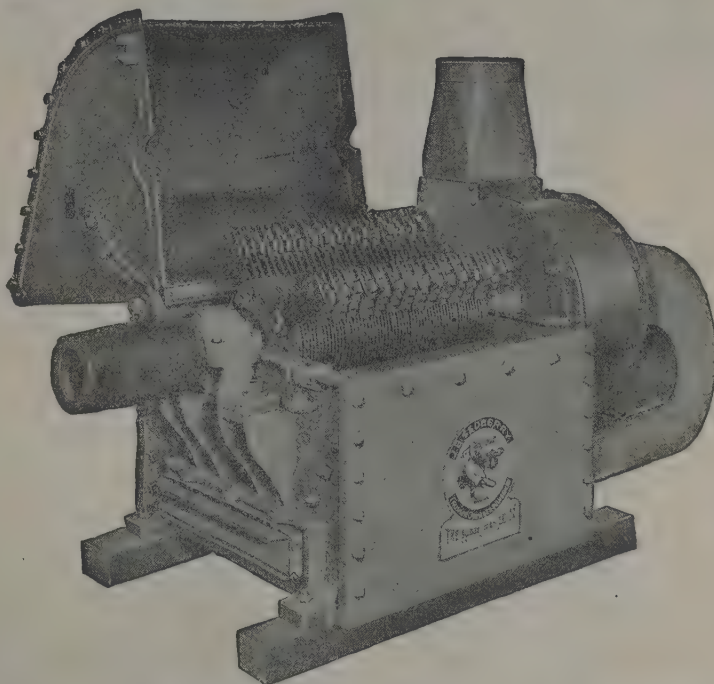
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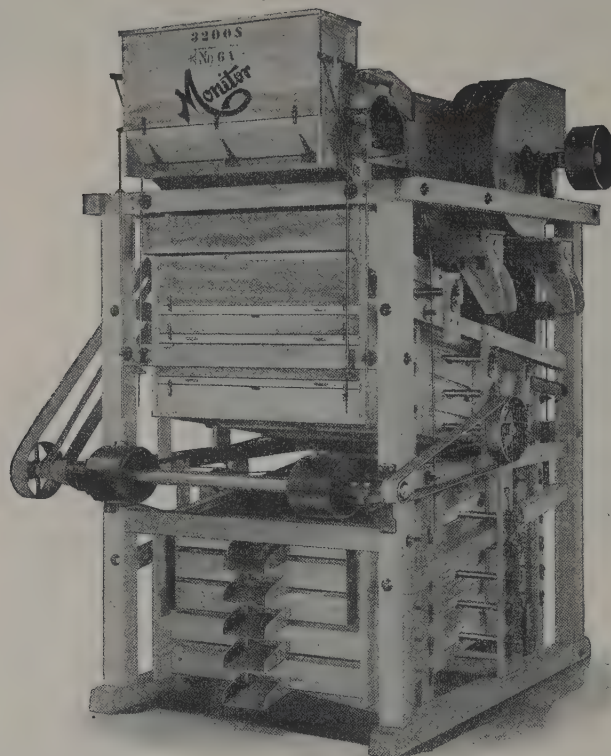
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Established in 1882.

VOL. XLVII

CHICAGO, ILLINOIS, FEBRUARY 15, 1929

NO. 8

# Third Largest Buffalo Elevator Completed

## New 3,000,000-Bushel House Raises Lake Port Capacity One Notch Nearer the 50,000,000-Bushel Mark

**B**UFFALO'S location is decidedly a strategic one, when considered from a commercial standpoint. Situated at the eastern end of the Great Lakes, which carry the world's greatest tonnage, tapping the most fertile regions of the country, at the western end of the Barge Canal, the world's greatest waterway of its kind, Buffalo has an enviable position. It is also worthy of note that Buffalo is connected via water and rail as well as with the Atlantic seaboard, the Panama Canal and the Pacific, and it is a key position in the Canadian trade, separated only by the Niagara River.

In the earlier days, dating back 100 years or so, the city's growth and interest were centered largely along the water front. All business centered there and its commercial organizations had their headquarters on the wharf. Its important business men of a few generations ago were all engaged in shipping, in the transfer of cargo from lake to rail and lake to canal, in marine insurance and everything appertaining to the commerce of the port. It is not surprising then that the first steam elevator in the world was erected in Buffalo in 1843. And today, the elevators of Buffalo are able to store over 44,000,000 bushels of grain. This figure, of course, includes mill elevators as well as regular houses and grain storage plants of all kinds.

For over a century the mills of Buffalo have been grinding wheat; and wheat production during that time has moved west—flour mills with it. However, during the last 20 years or so, the tide again turned eastward and the city's flour production commenced to climb rapidly. With this naturally came greatly added requirements for wheat storage and elevators were needed badly. This accounts for the fact that notable construction in this line has occurred of late.

Another great step forward both in the interests of milling and grain handling at Buffalo was signalized by the completion of the new Hecker-Jones Jewell Milling Company elevator. Its erection had been made necessary by the continually increasing business of the mill, which operates plants at New York City and other points, as well as Buffalo.

This new elevator, when compared to those of a similar nature constructed comparatively recently



H-J-J ELEVATOR OFFICE, BUFFALO

takes a pre-eminent position, not only from the standpoint of construction and equipment, but also because it is one of the largest of the new units serving the important grain distributing center, Buffalo. Two others exceed this capacity; and the three combined can house almost one-quarter of the port's maximum grain supply. The new Hecker Elevator has a capacity of 3,000,000 bushels, divided among 60 tanks of 46,000 bushels, and 36

charged there by the lake boats, it may be held there on storage until transferred further eastward to the Atlantic seaboard ports, open the year around, thence to the European markets.

Speaking broadly, there is probably no point in the world so advantageously located for wheat or even flour distribution for that matter as Buffalo. It is possible to bring all of the wheat raised west of it most of the way by water, a good deal of it all the way by water and with five trunk line railroads leading out of it, the possibility of quick shipments eastward is what has made Buffalo the second largest grain distributing center in this country.

The growth of Buffalo as a grain distributing center is worthy of some note in passing. In 1836 there were handled through this port only 543,000 bushels of wheat. In 1886, 50 years later, it had increased to over 72,000,000 bushels and in 1927 it had reached the remarkable total of 258,000,000 bushels or over 500 times what it was in 1836. So the fundamental importance of Buffalo as a wheat distributing center seems quite definitely established. If there were no other reasons this seems to be sufficient to warrant a large milling concern with almost a world wide distribution of its products to proceed with the building of an elevator at Buffalo in order to secure the advantages such a move would furnish, and so the recently completed elevator will act as a reservoir to catch and keep choice wheat until it is required.

The Hecker Elevator is located on the Buffalo River at Louisiana and St. Clair Streets, standing on a piece of property approximately eight and one-half acres. It has a river frontage of 1,800 feet, half of which lies parallel with the main structure and is served by the Erie Railroad, with a track capacity of 138 cars.

The building is of reinforced concrete throughout, each caisson resting on solid rock. The trackshed and marine towers



NEW HECKER-JONES-JEWELL STORAGE, BUFFALO, N. Y.

tanks each of which can hold 11,000 bushels.

Drawn from all the great wheat fields of the North American continent, the grain moves eastward for home or export consumption mostly by the great natural waterway of the Great Lakes and Buffalo, by reason of its geographical advantage, is the bottle neck through which it all passes. Dis-

are of structural steel making it as nearly fireproof as possible. Minimum insurance rates therefore are available.

Electricity from Niagara Falls power comes directly into the plant through its own sub-station, the current being received at 2,300 volts and then transferred at 440 volts for service at the various



points where it is needed. Chain drives were supplied by the Link-Belt Company, Chicago.

The building consists of 60 main bins and 36 interstices, the elevator being equipped with two workhouses, one at either end. It has three 20,000 bushels per hour shipping legs which are served by three reversible 42-inch conveyors in the basement, each serving a 2,500-bushel garner over a 2,000-bushel Fairbanks Scale.

On the cupola or bin floor are two 48-inch reversible instore belts and the shipping legs and convey-



CONVEYOR LINES IN NEW BUFFALO HOUSE

ors throughout the building are directly powered by General Electric Motors.

The cleaning department equipped by the S. Howes Company of Silver Creek, N. Y., has three 10,000-bushel double and aspirating separators and two 1,500-bushel oat clippers. Grain is received from boats through two traveling marine towers, each leg having a capacity of 30,000 bushels per hour. All belt conveying equipment is fitted with ball bearings and the dry house is equipped with two 750-bushel direct heat driers and four 400-bushel wheat washers.

Among the equipment supplied by Weller Manu-

facturing Company, of Chicago are machinery and buckets for three drier legs, two nine-inch screw conveyors, two garner valves, two 8-inch Style AA trippers, a two-drum car puller, three 42-inch belt conveyors, two 48-inch belt conveyors, a 36-inch belt conveyor, two Clark Automatic Power Shovels, automatic take-ups, receiving hopper gates, and machinery for three workhouse lofter legs and one workhouse receiving leg. From the Webster



FAIRBANKS SCALES IN BUFFALO ELEVATOR

manufactory Company, Chicago, came the following items: machinery for two lofter legs, also buckets and ship shovels, two marine legs with hoists, two garner valves, two marine legs with hoists, two garner valves, garner and scale hopper gates, miscellaneous machinery for marine leg curtain, and three 48-inch bin bottom gates.

The entire elevator has been completely equipped with a dust prevention system which serves bins,

belts, drawoffs, elevators, scales and garners. This is, of course, a highly commendable precaution against the hazard of dust explosions. The grain driers were supplied by O. W. Randolph Company, Toledo, Ohio, and the wheat washers were made by the Richmond Manufacturing Company of Lockport, N. Y. There are facilities to receive car grain from two tracks and 22 cars can be unloaded in an

From this description and the accompanying illustration it will be readily seen that in this modern and fully equipped elevator every attention has been given to make it rate as one of the finest and fastest working elevators in Buffalo, and those who have designed, built and equipped it feel justly



DUST CONTROL EQUIPMENT, H-J-ELEVATOR

proud in having had a part in producing the plant. To the designers, the A. E. Baxter Engineering Company of Buffalo, and the builders, the James Stewart Corporation of Chicago, credit is due for the work.

The Zeleny Thermometer Company, Chicago, furnished the temperature control system, and employees' elevators were installed by the Barnard & Leas Manufacturing Company, Moline, Ill.

The plant is under the direct management of Charles H. Williamson, with Henry Korn as superintendent. Both men have had long experience which will give to this plant the kind of management and direction which will insure its success.

## NORTH TEXAS LIKES DENTON

Several wheat varieties for many years accepted in North Texas, are giving way to Denton wheat, a pure-line selection of Mediterranean grain, developed at the experiment station in the Lone Star city from which it takes its name.

It represents the chief product of a program of wheat trials which started in 1920 with 520 individual heads selected from a field of ordinary Mediterranean. The poorer lines were discarded from time to time; the better lines were increased and tested for yield, rust resistance, stiffness of straw, and baking quality. The strain now named Denton wheat, though not the best in any one respect, appeared to combine to a greater degree than any other strain, the desirable qualities that were being sought.

Denton wheat is a typical Mediterranean wheat in practically all characters except stem color. It has proved to be superior in yield, rust resistance, strength of straw, and baking quality to the varieties commonly grown in North Texas. More than 40 counties are embraced in the "Denton area," south and west of the Panhandle.

## DEALERS RESPOND TO GRAIN GRADE QUESTIONS

There has been a prompt response to the grain-grade-system questionnaire sent out the first of this month by the Chief Grain Inspectors National Association, but no tabulation of the answers will be released until a fully representative number of replies have been filed.

The association declares its intent to deliver constructive, rather than destructive criticism of the Federal grading system, and so has framed its questions so that grain dealers must suggest ways and means for bettering any condition they con-

demn. It is believed by the association that this national cross-section of trade opinion on Federal grades "will result in a crystallization of the best thoughts on the problem, and in turn plans may be formulated to improve grain inspection generally."

The association proposes to keep officials of the Federal Grain Supervision office fully informed as to the questionnaire committee's work.

## WEST-MIDWEST CASE ENDS IN FAVOR OF SEATTLE

S. C. Armstrong, D. L. Smith, and E. L. Dial, constituting Arbitration Committee No. 6 of the Grain Dealers National Association, this month tendered their decision favoring the Rathke Grain Company, Seattle, Wash., in its case against the Kearney (Neb.) Grain Company. The committee declared the Nebraska firm "defaulted in making shipments in accordance with contracts, and by reason of such default owes the plaintiff \$300."

The controversy originated in August, 1928, when on two successive days, the western concern put through orders to Kearney, calling for around 250 tons of No. 2 Yellow corn. The use of cars with capacities unsuitable to meet the contract terms, figured in the complaint.

## COMMITTEE GONG SOUNDS ON SIX-ROUND BOUT

The intra-mural contest between two South Dakota grain firms, refereed by Committee No. 1 of the G. D. N. A. arbiters, was a six-sided dispute, with claims, counterclaims, barley, alfalfa seed, oats, and rolled oats all rolled together in what may go down in trade annals as the Tunney-Dempsey fight among arbitration cases.

Now that all additions and subtractions have been made, the challenger, George P. Sexauer &

Son, of Brookings, has a favorable balance of \$310.92. This and the cost of the hair-whitening arbitration is assessed against the defendant, the Sheldon F. Reese Elevators, of Huron. Pending in a South Dakota state court, however, is a decision as to the plaintiff's liability for a \$550 draft remaining unpaid because of a bank failure. The result may be a technical knockout, so all bets should be held in escrow.

In summing up the findings, Messrs. King, Buchanan, and Bast, declare that the committee "allows the plaintiff's undisputed claim for \$352.50 on 587 bushels 24-pound barley, allows the plaintiff's undisputed claim for \$35.97 on balance on car No. 54,680 of oats, and the plaintiff's claim for \$30.49 on car No. 123,532 oats, a total of \$418.96, and this committee allows the defendant's undisputed claim for \$57 on shipment of rolled oats and the defendant's undisputed claim for \$22.44 on a balance due on car No. 101,822 of oats and allows defendant's agreed claim of \$28.60 interest on \$325 advance, a total of \$108.04, leaving balance in favor of the plaintiff of \$310.92."

## FOREIGN DRIERS DESCRIBED

An Italian grain drier, with a capacity of 200 tons of rice per 24 hours, is described in a late dispatch from the International Institute of Agriculture. The equipment consists of three chambers forming a truncated cone, of which the highest chamber acts as a hopper for filling, and the lowest one for discharging grain.

The middle chamber is an inverted cone, fitted with double walls of wire gauze, and this section is the drier proper. Hot air enters the drying chamber from below, and its supply is regulated by a valve. The standard installation for large scale operations include three of these three-unit machines grouped together. A single operative controls the three-in-one apparatus.



## Current Facts on "Co-op" Elevators

## Official Data Disclosing the Rise and Fall of Farmer-Elevator Activity in the United States

By J. F. BOOTH and W. J. KUHR\*

THERE is considerable difference of opinion with respect to the number of farmers' elevator associations now operating in the United States. The Department of Agriculture has (1928) records and reports from 3,526 farmers' elevator associations which are operating. Conservative estimates have placed the number now active at about 4,000 while some authorities have ventured opinions as high as 5,000.

It is probable that the latter estimate is somewhat too high, because a considerable number of farmers' elevator associations have gone out of business during recent years. This decrease in number of associations is not so much an indication of a general decline in the movement as a whole as it is evidence that many associations which were formed during the recent war period were not needed when volume of certain grains marketed in the United States, because of diversification programs of farmers and other causes, declined after the World War. In addition, a large number of the weaker and less efficient farmers' elevators were forced out of business for one reason or another during the period of business depression which began in 1920.

No widespread attempt has been made in recent years to organize new associations, but some new companies have been formed where local conditions have warranted. As a result of all conditions combined, it is believed that although there was some loss of numbers during the business depression of 1920, the number of farmers' elevators operating has remained approximately constant during the past three or four years.

Special effort has been made to obtain comprehensive data covering the time of organization of farmers' elevators in the United States. Information on this phase was received in 1928 from 1,516 farmers' elevators located in the five principal areas. These data are shown in graphic form on this page.

The first organization reporting from the corn belt was formed in 1880. Following that, a few companies were formed each year from 1886 to about 1900, when greater activity began. A peak of organization was reached in 1907 and many new associations were formed each year until 1919, when the highest peak of organization was reached. Since then, formation of new associations in that area has decreased to such an extent that, since 1922, only a few companies have been formed each year.

In the Spring wheat area the first association reporting was organized in 1885. A few associations were formed each year, except 1893, until about 1904 when organization of new companies was stimulated. A peak of organization of new companies was reached in 1905, and again in 1916. Following that year, the number of new companies organized each year decreased until 1921, when organization work was at a standstill. Since then a few new companies have been organized each year.

In the Winter wheat area, the first association reporting was formed in 1891. One or two companies reported organization each year until 1895. During the period 1895 to 1899, no new companies were formed. In 1900, organization was again begun and an increasing number of new associations was formed each season until 1915, when a peak was reached. The greatest peak of organization was reached in 1920, following which organization has decreased. Since 1922, only a few companies have been organized. In the Soft wheat area a few companies reported organization during 1897 to 1900. No companies reported organization during 1901 to 1904, but from that year until 1910

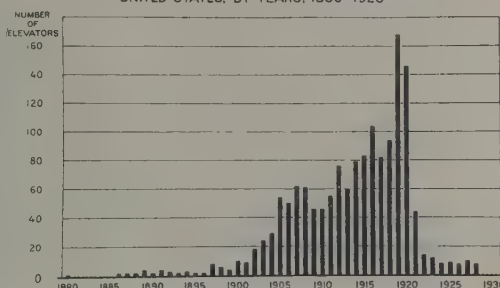
a few new companies were formed each year until 1911. More active organization took place each year until 1919 and 1920, when the peak of the movement was reached. Since that time organization has fallen off rapidly as in other areas.

In the Pacific Coast area, a few companies were formed as early as 1890 to 1894. No new associations reported formation from then until 1906. The peak of organization occurred in 1909, following which time some new associations were formed each year until 1920. There was increased organization activity during the war years.

Combining all areas, the first organization reporting was formed in 1880. No other companies were formed until 1885. From then until 1896, a few associations were formed each year. Beginning with 1896, organization became more active each year until 1907 and 1908, when a peak was reached. There followed a slackening of organization during 1909 and 1910, but from then organization was active until in 1919, when the peak of the movement was reached. The movement now has, to some extent at least, reached a point of saturation.

## GRAIN VOLUME HANDLED

The elevators that reported included information concerning their volume of business during

ORGANIZATION OF 1,516 FARMERS' ELEVATOR ASSOCIATIONS  
UNITED STATES, BY YEARS, 1880-1928

the 1926-27 season. Farmers' elevators in the Pacific Coast area reported the highest average volume of grain handled per elevator; the elevators in the Soft wheat area reported the lowest average volume. For all areas, the average bushels handled per elevator was reported as 155,742, with an average sales value per elevator of \$138,470 for the 1926-27 season. The average sideline volume handled was \$48,485.

It is estimated that the total investment in co-operative elevators amounts to \$65,000,000. . . . For all areas the average number of customers per elevator is reported as 251. . . . The average number of stockholders per elevator is 75.

From a financial standpoint, the bulk of the (surviving) associations that reported, own their plant and equipment clear of debt and have in addition, a portion of their needs for operating capital. Although local competition has been keen, more than half of the companies reporting paid dividends on capital stock and about one-quarter of those reporting returned patronage refunds to patrons during the 1926-27 season. Somewhat over 16 per cent reported being in debt but this number includes associations which have not as yet been able to pay off capital borrowed for fixed capital purposes.

It is estimated that the total of grain handled by farmers' elevators for grain pooling organizations in 1926-27 was somewhat in excess of 10,000,000 bushels. Three more or less distinct types of large-scale co-operative grain marketing associations are now operating. The first of these represent organizations combining the operations of local elevators under centralized control. They

are frequently referred to as co-operative "line elevator" associations. They do not, however, operate terminal elevators or engage in the sale of their own grain on terminal markets.

The second group of associations are engaged in selling grain in the terminal markets and are known commonly as co-operative commission agencies. The capital stock of these organizations is owned largely by farmers' elevators. Their business is also derived, in the main, from this source. The number of these associations and the volume of business has increased considerably in recent years.

Associations of the third type are commonly known as wheat pools. These organizations are state or regional in scope. They have contracts with farmers under which they sell all of the marketable grain produced by these farmers. They pay their members a substantial advance at the time the grain is delivered and the balance as the grain is sold. Members are paid the average price received for grain of the grade which they deliver. The wheat pools are represented on terminal markets and several of them now operate country and terminal elevators.

## HOLDING THE AGENT

By M. L. HAYWARD

"You need some extra insurance on your stock."

"Yes, I have been intending to place more insurance as soon as I get around to it," the grain dealer agreed.

"No time like the present. You've got an account against me for \$100. You square the account and I'll use the money to get you insured in a good company," the agent suggested.

"It's a bargain," the grain dealer concurred, marked the agent's account "paid," and when his stock burned, the grain dealer ascertained that the agent had not placed additional insurance.

"If you'd carried out your agreement I could have collected \$500 more on my loss," the grain dealer averred, and sued the agent for that amount.

"All you can collect is the premium which you've paid me—in this case you can collect my \$100 account, but no more," the agent argued.

The court ruled in favor of the grain dealer, however, as the Indiana, Minnesota, New Hampshire, New York, South Dakota and Wisconsin courts have laid down the rule that the measure of damages in such cases is the insurance which might have been collected if the policy had been procured as agreed.

## CORN IN GUATEMALA

Corn at present ranks second in importance among the economic factors in Guatemala; and crop failures in two successive years have had a bad effect on business. According to M. L. Bohan, commercial attache, these failures are charged to locust plagues; but the detrimental influence on business conditions generally has been offset by high coffee prices—coffee being the only product which produces greater revenue in that country than corn. In former years the insufficient corn crop locally has been met by importations from other Central American countries, but during 1928, the United States has been supplying almost all of the shortage.

In a recent nine-month period, the United States shipped to Guatemala 50,549,493 pounds (25,275 short tons) of corn, which on a basis of approximately \$3, landed, cost in Guatemala City per quintal, means a withdrawal of more than \$1,500,000 from customary trade channels. While the locust plague is undoubtedly a major contributing factor, the shortage of the local corn crop is also partly due to coffee planters refraining from planting the customary amount of corn on their properties. Corn is grown in practically every department of the republic; and corn and beans constitute the principal articles of diet of the lower classes. Corn may be said to be analogous in this area (in its importance as to diet) to rice in the Far East.

\*United States Department of Agriculture.



## Alberta Pool Has Added Storage

Alberta Pool Terminal Elevator No. 1 at Vancouver, B. C., Can House 2,500,000 Bushels of Grain

THE Alberta Wheat Pool now has in its control three terminal grain elevators of modern construction, affording a vast storage at strategic points. These three are located one at Prince Rupert, B. C., and the other two at Vancouver, B. C. In addition to these terminal facilities, the Alberta Wheat Pool has 308 line elevators in Alberta, with 12,000,000 bushels of storage capacity. The pool, as everyone familiar with the grain trade knows, is a co-operative organization including in its membership some 40,000 Alberta farmers. It was formed in 1923, and since then has made some notable strides, advancing rapidly in its field.

It is with Alberta Pool Terminal Elevator No. 1 at Vancouver that we are concerned in this article. Under the supervision of Superintendent J. Bennett, this house commenced operation late in 1928, and the *Cragpool* loaded the first cargo of grain to come down the spouts of the elevator in October. This ship cleared on October 9 with 300,000 bushels of grain, booked for the United Kingdom.

Preliminary steps toward the construction of the Pool terminal at Vancouver were taken in February, 1926, when C. D. Howe & Co., grain elevator engineers, were instructed to report fully on available sites suitable for the purpose on Burrard Inlet, Vancouver. Before this, the pool building committee, Messrs. Jackman and Plummer, had made a preliminary survey of the situation, and had settled upon Burrard Inlet as the harbor most suitable for the purpose.

The Howe report recommended the acquiring of a parcel of land on the south side of Burrard Inlet, immediately west of the Second Narrows Bridge, having a frontage of 1,686 feet on the harbor line, a depth of 1,280 feet at the west end, and 380 feet at the east end, and a length of 2,050 feet along the shore line. The entire property was land covered by water, and owned by the Dominion government, except two privately owned lots which the pool took under option. Foreshore rights to this property were controlled by the Canadian Pacific Railway, except several street-ends, which were controlled by the City of Vancouver. After extended negotiations, the consent of the railroad and the city were obtained to the pool leasing from the Dominion government a frontage on the harbor line of 1,380 feet; and later both consented to a further lease of 306 feet frontage on the harbor line, so that ultimately all property recommended in the Howe report has been acquired.

Many difficulties have been encountered in acquiring this property and adapting it to the purpose of a grain elevator site. An important Vancouver sanitary and storm sewer discharged opposite the building location, and it was necessary to provide a tunnel under the buildings for the sanitary sewer and to divert the storm sewer to another location. After an extended and somewhat acrimonious negotiation, the city stood the expense of the storm sewer diversion. Entrance for elevator trackage from the west was blocked by the McNair Shingle Mill, and to remove this obstruction, the shingle plant was moved to another location.

The elevator site as finally acquired is considered to be ideal for its purpose, both in size and location, and has been acquired on terms that are deemed exceedingly favorable. Sufficient property is included to permit the construction of an ultimate elevator capacity of 10,000,000 bushels, with four boat loading berths, and ample unloading trackage. The cash value of this property is several times greater than its cost to the pool.

On March 28, 1927, the engineers, C. D. Howe & Co., were instructed to proceed with the purchase of the elevator site and to submit alternative elevator layouts with estimates of cost for the consideration of the Board of Directors. Plans and specifications for elevator foundations and railway trestles were sent out for tender on October 4, and

on October 18, contract for this work was awarded. Furnishing and placing of 44,277 cubic yards of gravel fill under building areas to build the ground up to mean tide level, were included in the contract. Also was included the driving of 9,317 untreated piles through this fill to rock, to support the elevator buildings, and the construction of a three-track trestle of creosoted piles and creosoted timber the full length of the elevator site for the elevator tracks.

Trestle construction involved the use of 1,400 pieces or 59,500 linear feet of creosoted piling, 1,200,000 board feet of creosoted timber, and 130,000 pounds of steel bolts and fastenings. This trestle of creosoted timber will have a life of 20 years, and can then be filled. As the trestle is about 30 feet high, the cost of a permanent fill was considered prohibitive for the initial work.

After work on the railway trestles was well advanced, the Canadian Pacific Railway Company acquired the land south of the property, formerly reserved for the Harbor Board Railway, and commenced the construction of a seven-track railway yard. This made necessary a change in the trestle to fit in with the yard layout, and considerable delay was caused. The Canadian Pacific Railway



VANCOUVER TERMINAL ELEVATOR OF THE ALBERTA WHEAT POOL

yard is, however, of great benefit to the elevator operation, as cars billed to the elevator can be held at the elevator for unloading and switched into your tracks with a minimum of delay. Fill placed for the yard has greatly reduced the yardage required in future for filling the trestle.

The contract for superstructure included all buildings and equipment for the elevator structures above mean tide level, and the creosoted timber dock, 1,380 feet in length, all dock galleries, and all equipment required for the completed plant.

Owing to the fact that much of the work had to be done from the water, an immense amount of floating equipment was required, and this the contractor furnished. Framing of timber work and the reinforced concrete work in this structure are said by the engineers to deserve particular mention and are as fine examples as can be found anywhere.

Materials used in the superstructure contract included 2,300 creosoted piles having a total length of 207,000 linear feet, 780,000 board feet of creosoted timber, 200,000 sacks or 200 carloads of cement, 50,000 cubic yards of sand and gravel, 2,245,000 pounds of reinforcing steel, and 3,710,000 board feet of lumber.

Reinforcing rods if placed end to end would have a total length of over 500 miles. Structural steel, exclusive of car dumpers, weighs over 450,000 pounds. The plant contains 98 motors with a total of 3,228 horsepower. Conveyor and leg belting of

five and seven-ply has a total length of 24,970 linear feet or 4 $\frac{3}{4}$  miles. Other equipment includes 12 reduction sets for driving elevator legs, 11 trippers, and 7,500 elevator buckets.

Construction on Burrard Inlet involved many problems that are not found elsewhere. The tide range is from 12 to 14 feet, making it necessary to carry all concrete foundations below mean tide level. All basement floors are well above high tide level, so that a considerable structure is below the basement floor. Wave action made it necessary to fill and rip-rap with heavy rock around all concrete structures up to high tide level. The water is infested with two marine insects, both of which are very destructive to timber work, one the *teredo*, a boring worm, and the other the *limnoriae*, a crustacean. In addition, the warm climate makes ordinary rot develop many times faster than in a cold climate.

All the trestle and dock work was therefore built of creosoted timber, and all timber work above the dock level was well painted, all of which has added considerably to the expense of the work. The carrying on of building operations from a constantly changing tide level was also difficult. While a view of the work gives some idea of its magnitude, it is difficult for one who has not followed the construction work to appreciate the magnitude of the building operations involved in its construction. Had all materials used in the construction of the plants been delivered by railway car, 2,640 cars would have been required, or a train 20 miles long.

The same train could have delivered 3,700,000 bushels of wheat.

The total storage capacity is over 2,500,000 bushels. Of this 400,000 bushels are in the work-house, and 2,100,000 bushels in the storage annex.

Three tracks are provided for unloading, each track holding 18 loaded cars and the same number of empties. Elevator tracks connect to the Canadian Pacific Railway supporting yard at both ends, so that loaded cars can be set in and empties taken away without interruption to the unloading operation. Loaded cars stand under a drip shed for sufficient time to remove all rain water or snow before the cars reach the dumpers.

Car unloading is handled by three car dumpers. Each dumper is capable of an average unloading of seven cars per hour, or total unloading capacity of 21 cars per hour. The car dumpers have machinery for removing the car door and dumping the grain by gravity into the track hopper, and effect a large saving in time and labor over older methods of unloading. The plant is designed to unload 200 cars in 10 hours, or 300 cars per day by using double shifts.

Elevator legs are provided as follows: three receiving legs at 20,000 bushels per hour; four shipping legs at 16,000 bushels per hour; two cleaner legs at 9,000 bushels per hour; two screenings Legs at 9,000 bushels per hour; one drier leg at 9,000 bushels per hour.

Weighing for both receiving and shipping is by



2000-bushel Fairbanks Scales, of which seven are installed in the elevator cupola.

For shipping via boats, a dock 1,380 feet long is provided sufficient for berthing three boats. The two westerly berths have a depth of 35 feet below low water. The east berth has a depth of 30 feet below low water. A belt gallery extends the full length of the dock, with 20 boat spouts located so that all holds of all three boats can be served simultaneously. Four streams of 16,000 bushels per hour each can be delivered to boats, and these can be diverted to any hold, as required by a single operator stationed in the gallery head house. Each belt is served from two shipping bins, capacity of shipping bins totalling 70,000 bushels. Especially convenient facilities are provided for inspecting the grain as it leaves the shipping bins.

A particular feature of the structural design is the large number of bins provided in the elevator. This number totals 282, with sizes 32,800; 8,000; 5,000; 4,000; 3,000; and 1,500 bushels. Bins are arranged for convenience in blending grain, and a large proportion of the elevator capacity can be drawn off to a single belt.

Particular attention was given to the distribution of grain within the elevator, as the greatest flexibility is necessary for the convenient operation of so large a unit. Eighteen garnerers of 2,500 bushels each were provided above the scales as reservoirs for the various leg discharges. Each scale and garner can deliver to any one of three 42-inch conveyor belts discharging to the storage annex or to the dried garner. The storage annex

ommended by the Canadian Research Council is obtained, and the fireman is free to attend to the drying operation, as well as supervise the firing. Use of oil fuel with feed regulator for same permits more exact moisture extraction and less chance of damaging grain than can be obtained by any other system.

A complete and adequate electrical substation was installed, as well as a well equipped millwright shop, a compressed air system, and an unusually complete dust collector and ventilating system. A complete water system was installed in the elevator and along the full lengths of trestles and dock, for domestic purposes, fire protection, and watering boats.

Comfortable and conveniently located offices were provided for the elevator executive staff, for the government inspection and weighing staffs, and throughout the plant for elevator operation. Offices are heated by electrically operated steam radiators. Comfortable welfare rooms are provided for the elevator staff. A system of intercommunicating telephones extends to all parts of the plant, supplemented by horn and lamp signals and garner alarms.

Full provision is made for building additional storage at both ends of the present structure. Vehicular access to the elevator dock is obtained by a roadway from the Second Narrows Bridge. As Canadian Pacific Railway tracks and storage yard

cut off the elevator from access from the highway, a strip of land has been purchased from the provincial government of British Columbia, situated between the Canadian Pacific Railway tracks and the highway, and from this an overhead foot bridge



FOR CONVEYOR POWER, POOL ELEVATOR

has been constructed above the tracks to the elevator. A 12-car garage has been constructed on this strip for employees' cars. This strip of land affords a direct means of entrance to the elevator from the city.

## The Banker and the Grain Exchange

### A Discussion of Some of the Economic Factors Involved in Moving the Grain Crop and Showing the Importance of Hedging

By JAMES BOYLE, PH. D.

Professor of Rural Economy, College of Agriculture, Cornell University

**"MOVING the Crop!"** Those are three of the most important words in our economic vocabulary. To the railroads "moving the crop" means getting empty freight cars out in the grain belt by the thousands; to the bankers it means getting ready cash to the grain belt by the millions. Money and cars, plenty of them, where needed, when needed! A car shortage or a money shortage at such a critical time means a loss of untold millions to the grain farmers. No wonder, in the old days, every financial panic began at crop moving time. Look at one crop movement alone—wheat. Forget for the moment the job of moving the oats, barley, rye, flax. Think of moving the wheat crop from farmer to terminal buyer, and on to the miller and exporter.

One-half of the wheat crop moves to market and is part of world commerce within 90 days of harvest. This is the way it should be and is the soundest commercial practice, for we must get our heavy wheat movement over just in time to avoid competing with the heavy flow from Canada, and Canada must avoid competing with Argentine, Argentina with Australia, and so on around the whole circle of 12 harvest months in two hemispheres. To move half our wheat to market within 90 days requires the handling of 360,000 cars of grain. It means paying the farmers \$400,000,000 in cash. The local dealers pay the farmer cash, but this money is first borrowed from the bank. Or the miller buys the wheat from the farmer and pays cash which he borrows from the bank. Or the country elevator or the terminal elevator or the exporter buys the wheat and pays cash, with money borrowed from the bank. In this way the bank is drawn into the grain trade at every step.

Where does the grain exchange come into the picture? How does it strengthen and safeguard the credit which the bank extends to those who are financing the grain trade?

Ask the miller. He consumes 80 per cent of the wheat crop; that is, he processes it, grinds it into flour and feed. I have asked many millers this question about financing their business and safeguarding their credit. For the miller pays cash for the wheat he grinds, but he waits many weeks

or months to get his money back on the flour from the wheat. The bank must carry him. I find that all classes of millers in all parts of the United States insure themselves against losses from price fluctuations by hedging in the futures market of the grain exchange; that is, by buying or selling futures, as the case may be. Millers like to contract wheat for all their big flour sales, for then they are sure they can keep their mill running somewhere near full capacity. They like to sell round lots of flour before the flour is ground. They hedge in such cases by buying wheat for future delivery on the grain exchange. For instance, one Wisconsin miller answered my questions on this subject in this manner:

"We frequently, in fact usually, contract to deliver in the future, flour in more than 1,000-barrel lots. We hedge such sales by the purchase of wheat futures. This is the common and ordinary practice with millers in this locality. We would consider it reckless gambling to sell round lots of flour without at the same time buying either futures or cash grain to cover the flour sold."

Such a mill has a good line of credit at the bank. Or, as one miller in Kentucky told me, "Without hedging facilities we would consider the milling business so extremely hazardous that it would be difficult for any of us to secure banking accommodations." This Kentucky mill generally has sold for future delivery to wholesale grocers from 80,000 to 100,000 barrels of flour, the contracts running over a period of several months. The bank finances the miller, as long as the miller keeps his business hedged on the grain exchange.

Ask the exporter how he finances his business for he buys the other 20 per cent of the farmer's wheat. He buys the wheat, paying cash borrowed from the bank at a low rate of interest, because, like the miller, his business is hedged on the grain exchange. The exporter pays cash many weeks before he can get his grain across the sea and the money back for it. His credit is good at the bank, grain paper being gilt edge collateral—provided the grain itself is properly hedged in a future market.

Ask the terminal elevator man, for he is the go-between between the farmer, on one side, and the



SCALE LINE, ALBERTA POOL ELEVATOR

is drawn off by four 36-inch basement belts discharging to the four shipping legs.

Cleaning equipment is installed sufficient to balance receiving capacity. The work floor contains 16 No. 11 B Monitor Receiving Separators, grouped in batteries of four machines. Each battery is spouted from six or more overhead cleaner bins. Provision is made on this floor for installing two future batteries of cleaners as required. Four disc-cleaners are installed on the distributing floor for recleaning wheat containing wild oats without re-elevating. Screenings are handled separately from tailings, each having a separate screw conveyor and separate leg. Screenings are separated over two No. 11 B Monitor Receiving Separators and then over a double cleaning unit, top unit being wheat and oats separator, and lower unit a seed separator. Tailings are separated over a Monitor No. 81 Scalping Shoe to take out straw joints, then through a Monitor Wheat Head Thrasher to reclaim unthrashed wheat, then through another machine to separate wheat and oats. This complete system for separating screenings permits operation of first floor cleaners to full capacity, as any wheat that may tail over with the oats is reclaimed.

Features of machinery and equipment are high torque push button operated motors for driving all legs and conveyor belts, double silent chain reduction sets for driving all legs, backstops on all legs, flexible couplings and roller bearings on high speed shafts, and brakes on all car dumper operations.

The drier is a 1,000-bushel per hour steam drier. The boiler is equipped for oil fuel, and fuel feed is regulated automatically for any desired steam pressure. Thus a constant drying temperature rec-



exporter or miller, on the other. The largest terminal elevator operator was once asked by a congressional committee, "But don't you speculate in grain?" To which he answered, "Once I made a big speculation. I filled one elevator with unhedged grain. The price went down and we lost heavily. Our practice now is to hedge all purchases with prompt sales. In fact, our banker requires this when he lends us money to buy the grain."

On talking to grain commission merchants in Chicago, Kansas City, Minneapolis, and other markets, I find that they universally advance money to the country on grain many days before the grain arrives. One of the small dealers has out, in busy times, as much as \$200,000. A large dealer at the same time has out \$1,000,000. Every cent of the money is borrowed from the city banks at the lowest current rate of interest, on "grain paper." This grain paper, warehouse receipts, custodians' receipts, bills of lading, etc., constitutes prime collateral for loans because the grain back of it is a liquid security of definite and known value.

Turn now to the banker himself and ask him what the grain exchange means to his business. Take, for instance, the testimony of David R. Forgan, when president of the National Bank of the Republic, Chicago, one of America's economic statesmen:

"Warehouse receipts for grain, or anything else that finally becomes human food, are, in my opinion, the best possible collateral for bank loans. I have seen the time more than once when high class stocks and bonds, and even Government bonds, could not readily be sold, but I have never seen the time, nor do I ever expect to see it, when anything that has to be eaten could not be sold. The warehouse receipts, therefore, alluded to above, constitute a collateral which is always available for the payment of debts. Furthermore, if the grain or provisions represented by the warehouse receipts are already sold for future delivery, that fact adds a great element of strength to the loan, because there is a third party obligated to take the grain at a certain time for a given price. When I lived in Minneapolis I had the only unpleasant experience I have ever had in connection with the elevator business. A terminal elevator concern filled its elevators with wheat, and thinking that the market was likely to go up they did not hedge it by selling for future delivery. In other words, they speculated on their wheat. The market went down, with the result that the elevator concern failed and the bank with which I was connected made a loss. The present method, therefore, of carriers of grain or provisions selling them for future delivery is a highly satisfactory one to the banks whose money is loaned to carriers. The sale for future delivery is the best final link in the chain that makes such loans the best in the world."

It is the price barometer and the hedging facilities of the grain exchange which give stability to investments in mills and terminal elevators, and which safeguard the credit furnished by the banks to the various grain industries.

I said that one-half the wheat crop is moved to market within 90 days of harvest. This rapid crop movement is true of all the other grains which move into commerce. Some persons call this quick movement by the name of "dumping." Now, dumping is popularly supposed to knock the bottom out of prices. The fact is, however, that dumping grain on our domestic markets has no effect whatever on prices. The reason is very simple to anyone who knows the terminal markets. Grain is not a perishable commodity. It can be stored. It can be hedged. The receipts of grain at the Chicago market, for instance, whether big or little, are mostly bought, paid for, and put in storage by terminal elevators. As fast as they buy they sell for future delivery. This hedging process, as it is termed, protects their profits and limits their losses. Being thus insured against loss from price fluctuations, it makes no difference to them whether they are buying three cars or 300 cars or 3,000 cars. They can pay cash, for they can borrow the money at the lowest current interest rates, because the grain is hedged, sold for future de-

livery, thus safeguarding the bank in extending the credit. This is the theory on which the great terminal grain exchanges operate, and this theory is proved by the facts.

Apply one test to this theory of marketing, the severest test which can be applied. Take the largest day's receipts of grain in the 90 years' history of the Chicago market, and see what effects, if any, these big receipts had on price. Did the bottom go out of the market? By referring to the record, we find that on Wednesday, February 15, 1922, occurred the largest receipts of any one grain in the history of the Board of Trade, and the grain was corn. Around 500,000 bushels of corn constitute average receipts. On this day some six times an average day's receipts of corn arrived, namely, 3,446,000 bushels. What happened to price in the

face of this terrible dumping? The price went up one cent. It also went up one cent the next day, showing that the market is a shock absorber, ready to take and pay for any quantity the country can ship. There is only one reason for the terminal buyers absorbing this large crop movement without price depression. That is because they can finance it easily and safely, by borrowing from the banks on one side and hedging the transactions in the grain futures market on the other side.

This close relationship between banks and the grain trade is the reason why the great Chicago banks have memberships on the Chicago Board of Trade. They do no trading, but they have a voice in making new rules and changing old rules so that the integrity of credit in the grain trade shall remain unquestioned.

## Hints for the Elevator Millwright

### "Big Bill" Davis Shows How to Strengthen the Metal Catching Magnets in a Cleaner and Also Makes a Magnetic Scratch-Awl

By JAMES F. HOBART

**B**IG BILL, the millwright, received a telephone call one morning from Mr. Moore, who owned a nearby elevator. Mr. Moore's complaint was that the magnets in his metal-catcher were not working the way they should. Some of them seemingly had gone dead altogether, while others seemed to be very weak. In fact, he added, while working with them it appeared that his watch had become magnetized so badly that it would not function. Big Bill Davis promised to come over at once, and departed for the Moore elevator after packing a pair of pliers, a roll of friction tape and a coil of insulated copper wire.

The first thing Bill did upon arrival was to remove all the magnets. Then, with an old railroad spike, for armature, he tested each magnet by placing the spike across the ends of the magnets individually. In doing this, he observed the force required in the case of each successive magnet to pull the spike off. He selected one of the strongest of the horseshoe magnets and hung it up by a thin but strong string—a six-foot fishline. After considerable twisting the magnet came to rest, its poles in line with north and south.

Taking up each of the weak magnets in succession, Mr. Davis held them underneath the suspended magnet and gently lifted it, poles upward, toward the suspended magnet. Some magnets could be lifted and brought in contact with the suspended magnet without causing the least movement of the hanging magnet, but other magnets would cause the hanging magnet to revolve slowly; whereupon, Mr. Davis would reverse the position of the magnet he held in his hand, and the two magnets could be brought into contact without changing the position of the hanging magnet. Mr. Davis had made a chalk mark on the north-seeking end or pole of the suspended magnet; then, as each magnet was attached beneath the suspended one and allowed to hang there for a few seconds, Mr. Davis would make a similar chalk mark on the pole of the lower magnet which did not lie against the marked pole of the upper magnet.

Some of the weak magnets when first placed underneath the suspended magnet, would fall away, not being strong enough to help support their own weight. But, after being held in position for a few seconds, many of the weak magnets would increase in strength, being charged by the hanging magnet, which, however, did not itself become any weaker after charging a number of the weaker magnets.

"I do not know where the magnetic strength comes from," said Mr. Davis. "If it comes from the hung-up magnet, then we are surely getting something for nothing, for the hanging magnet has not lost strength. In fact, it appears stronger than it did when first hung up." While each magnet hung suspended, Mr. Davis would rap it lightly several times with the railroad spike and said in explana-

tion, that some kinds of steel seemed to retain magnetism far better if the steel be jarred, or the shape changed slightly by filing or grinding. Mr. Davis then tested the charging of the magnets, noting the pull on the railroad spike. When fully charged he laid the magnets aside in pairs opposing poles touching each other and left the magnets thus until ready to replace them in the separator. He said the magnets would become stronger, up to the limit of their capacity when left thus, or even when a piece of soft steel such as an armature was placed across the poles of the magnets while they were not in use.

#### BATTERY CHARGING MAGNETS

Some of the magnets, when placed underneath a strong suspended magnet, increased in strength very slowly, and these Big Bill laid aside as soon as he found that the magnet was not taking on strength. He then turned over the hand-charging of magnets to a workman, and asked Mr. Moore if his automobile had a good strong battery in it. Upon being told that the battery had just been charged, Mr. Davis asked that the auto be driven close to the elevator door, and upon this being done, he attached pieces of his insulated copper wire to the battery terminals and brought the wire into the elevator and connected the leading-in wires with the remainder of the coil of insulated wire, but took the precaution to place a five-volt lamp in the wire, so as not to draw too hard upon the battery.

Each of the weak magnets was then placed, one at a time, upon the coil of wire, one key of the magnet was pushed down inside the coil, the other key on the outside. While in this position, and held there a few seconds, each magnet was struck a light blow with a bit of metal, sufficient to jar the molecules of the magnet. A test was then made as to the polarity of the charged magnet, and, finding the end which had been inside the coil Mr. Davis instructed the men to chalk mark all the ends placed inside the coil. Some of the magnets could not be brought up to full strength, and these, Mr. Davis took to a smith forge, heated and hardened the magnets. Then they took a full charge of magnetism readily, all save one magnet, which would not harden. Mr. Davis said this magnet took its charge all right, but, being soft steel, it could not hold the magnetism which was lost as soon as removed from the magnetizing coil.

#### DEMAGNETIZING A WATCH

Mr. Moore asked why Dr. Davis did not use the lighting current and thus make use of a more powerful current which should charge the magnets more heavily than the current from the automobile storage battery. Big Bill replied that had the lighting current been direct, instead of alternating, he surely would have used it; but, while a heavy D.C. would charge the magnets more quickly to their



maximum capacity, an A.C., no matter how heavy would destroy whatever magnetism the magnets might already contain. This, said Big Bill, was because current passing through the magnetizing coil in a certain direction, would cause the pole or magnet leg inside the coil to become north-seeking, a current passed in the opposite direction through the coil, would cause a south-seeking pole to be formed in the leg of the magnet inside of the coil. Consequently, Davis said, "when current through the coil is reversed as frequently as in the alternating current—not less and often much more than 20 reversals each second, not a trace of magnetism could be left in the magnet, because what one impulse set up in the magnet, the opposite impulse destroyed."

## A MAGNETIC SCRATCH AWL

"There are times when we need compressed air in this elevator, and this is one of them," said the elevator engineer as he straightened up from a stooping position where he had been vigorously puffing his breath into a short piece of 1/8-inch pipe in an endeavor to blow the drill-cuttings out of some holes which he had been drilling vertically into the engine bed, with the result that most of the chips which did come out, found lodgment in the engineer's nose and around his eyes.

"Wait a minute," said Big Bill. "Got a big scratch-awl?"

The engineer nodded "yes," and produced a tool about eight inches long, evidently made from a rat-tail file, with all the teeth marks ground off. The tool was about three-eighths inch in diameter for an inch or so of its length, then it tapered to a long slender point.

"Just the thing," said Davis as he tested the large end of the tool with a file and found it soft enough to be filed readily. "Please connect the magnetizing coil to the auto storage battery again." Big Bill heated the large end of the scratch, bringing about an inch of its length to a very dull red, then quenching the tool in a bucket of water. Then, he turned battery current into the magnetizing coil, inserted the large and hardened end of the scratch, tapped the tool a couple of times with the edge of a file, and removed the tool from the coil and cut off the battery current. Davis dropped the large end of the scratch into one of the drilled holes and withdrew the tool, bristling with iron-cuttings picked up in the hole. It was the work of only a few seconds to pick up and remove all the cuttings in the hole, and Big Bill Davis handed the tool to the engineer who soon cleaned out the other holes.

"Say," queried one of the workmen who had been trying to pick up a needle with the point of the scratch awl, "why won't both ends of this tool pick up iron or steel?"

"The magnetism is only retained by the hardened portion of the tool," said Big Bill. "While in the coil, the whole tool was magnetized, but only the hardened portions can retain magnetism. If you look closely, you will see that the point of the tool does pick up some of the finer metal particles, but as the point is not very hard and is very small indeed, it cannot contain many lines of force."

## AUSTRALIAN BULK HANDLING INCREASES

During the past year, 14 additional elevators were opened at county railway stations in New South Wales. These plants, according to Trade Commissioner E. C. Squire, were mostly small units of about 30,000 bushels capacity, having four circular bins with smaller interspace bins, along with the usual equipment—weigh-bridge, receiving devices, scales for weighing out and engine to operate the elevator leg.

Bulk handling of grain has been getting more attention than before during the last few years, in Australia. In all, 84 stations in New South Wales are now equipped with elevators that handle wheat. The country houses have an aggregate capacity of 15,630,000 bushels and the Sydney terminal elevator, 6,750,000 bushels, making a total capacity of 22,380,000 bushels.

About 30 per cent of each season's crop goes

through these country elevators and about one-half the wheat exported from New South Wales is shipped via the terminal plants. The record turnover was in 1924-25, when of the 60,000,000-bushel harvest, the growers handled 17,000,000 in bulk. Twenty-three new plants have been provided since that year.

## NEW HOUSE ON OLD PENN SITE

The Alleghenies divide Pennsylvania into two parts, and about one-fourth of the surface is a plateau of an average elevation of about 2,000 feet above sea-level. There are three great drainage systems which serve the state, and it is with one of these which passes through the southeastern portion that we are concerned at present. The Susquehanna divides at Sunbury into two main branches, which spread their tributaries over the whole area from the Mohawk Valley in



MT. JOY (PA.) ELEVATOR

New York to Cambria County in western Pennsylvania.

Since all of the soil of the state, except that in the more remote heights of mountains and similar districts, is fertile, and the draining is ample, it follows that agriculture is carried on in a large way. The southeastern part of the state is especially known for being adapted to growing cereals. Since the Civil War the history of the state has been almost entirely a history of the development of industries and commerce. Necessarily, with cereals playing such an important part in the agricultural life of the state, flour milling has been since early time an important factor in the industrial life of Pennsylvania.

In Mt. Joy, Pa., is the plant of I. D. Stehman, and herewith is published a picture of the elevator recently added to the milling business at Mt. Joy. The original Mt. Joy Steam Roller Mill was built away back in 1854, by Gabriel Bear. It was the first run of steam power in that section and was considered an experiment. Most of the competing plants at that time were operated by water power, of course, so that the plant had a distinction.

In 1867 the property went into the possession of J. M. Brandt, and in 1891 the firm became J. M. Brandt & Sons, the owner's two sons having en-

tered the firm. Needless to say, improvements of various sorts have been necessary from time to time, and the intervening years have seen many changes in the personnel of the company as well as the mechanical development of the plant itself. Probably the latest important change, however, came with the erection of the new elevator.

Its dimensions are 32 by 52 feet, with a height of 95 feet. It is built of reinforced concrete, and was erected by M. A. Long Company, of Baltimore, Md., whose experience in planning and erecting similar grain storage units had put them in a position to handle contracts of this sort with speed and efficiency. The plant is adjacent to the right of way of the Pennsylvania Railroad, thus affording good transportation facilities.

The storage capacity of the house is 50,000 bushels, and the distribution of this storage is among some four tanks and seven bins. The tanks have a capacity of 9,000 bushels each and the remaining seven bins vary in size. The receiving capacity is 1,000 bushels per hour, the equipment for cleaning being adequate to give the same capacity in that department. The grain cleaner is an Invincible, supplied by the S. Howes Company, Inc., Silver Creek, N. Y.

Electricity is used for power, there being three motors in the plant. These were supplied by the General Electric Company. They have an aggregate of 25 horsepower. A belt drive is used. For unloading, the elevator is equipped with a dump, so that receiving from wagon or truck has been placed on an efficient basis. An automatic scale has been provided.

Wheat only is handled in this elevator, though other storage is available for corn and oats.

Since the main business of the concern is manufacturing flour, this elevator has been provided for holding the wheat when it moves out of the farmers' hands at harvest.

## NEW U. S. GRADE OFFICE IN WEST IS PROBABLE

In time to take care of the next crop, a new Federal grain trade office may be established in Great Falls, Mont. R. T. Miles, in charge of the United States Grain Supervision general field headquarters in Chicago, declines to make any comment upon this project, but it is understood that the proposal is receiving serious consideration.

H. W. Shelton, a grain supervisor from the Federal office in Portland, Ore., has occupied temporary quarters with Montana state officials at Great Falls during two recent months, and has directed a state-wide grading service from that point.

Montana grain dealers, state department of agriculture officials, and the secretary of the Great Falls Chamber of Commerce, are among those who have registered great enthusiasm for the move to give Montana a permanent grade appeal office in charge of a Federal supervisor.

## DEALERS ON PIT COMMITTEE

The first meeting of the future trading committee appointed by the national Chamber of Commerce, was held this month in Chicago. Many more conferences and much further investigation will be conducted, however, before any definite report is submitted.

Julius H. Barnes, New York grain exporter, F. B. Wells, Minneapolis grain dealer, and J. W. Short-hill, secretary of the Farmers National Grain Dealers Association, are the three grain trade members of the fact-finding committee. Their final report will deal with the effect of futures trading in grain and other commodities, upon prices.

THE 1928 wheat crop in Canada is now placed at 533,572,000 bushels, according to the estimate released by the Dominion Bureau of Statistics, January 23, 1929. In September the Bureau estimated the crop at 550,482,000 bushels, but in November reduced the estimate to 550,613,000 bushels. The estimate of the 1927 crop has been revised to 479,665,000 bushels from 440,025,000 bushels.



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Seventh Year



Published on the Fifteenth of Each Month  
BY

**Mitchell Brothers Publishing Co.**

OFFICE:

Manhattan Building, 431 South Dearborn St.  
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

New York Representative: E. M. Roberts, 587 Riverside Drive

Subscription Price - - - \$1.00 per Year  
English and Foreign Subscription 1.75 " "

## ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

## CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., FEBRUARY 15, 1929

## BIDS

A LONDON grain merchant, J. H. Kendrick, is co-author of an auction bridge book, second edition of which now is released. Success in bridge, the book suggests, depends to the extent of 60 per cent upon the cards, 30 per cent upon correct bidding, and only 10 per cent upon actual play.

There may be a rough parallel between success in bridge playing and success in grain dealing. Provided with modern equipment, does not the grain dealer's prosperity depend to the extent of about 60 per cent upon the crops dealt out to him, 30 per cent upon sensible bidding, and only 10 per cent upon the routine execution of trade?

## INDEPENDENT MANAGEMENT

TIED to the apron strings of a farmer-directorate, the manager of a co-operative elevator company often is forced to follow a marketing policy that is safe and sane, but not necessarily strategic. The manager of the independent elevator, on the other hand, has a comparatively free hand in managing shipments. Without fear of reproach, he may occasionally take a chance, and ship to some market which is not the nearest, the most used, or the most obvious point for disposing of his grain.

A reflection of this situation is to be found in the latest University of Illinois data on the subject of grain shipping. The facts gathered from a typical area indicated a definite tendency "for privately owned elevators to distribute their shipments of corn more widely and to use

large primary markets less than did the farmers' elevators."

There are, no doubt, independent dealers who are timid, and co-operative shippers who are aggressive. Yet it is independent management in the long run which begets keen and aggressive grain marketing. A "co-op" manager is successful in handling shipments to the degree that he is able to approach independent management. There is no substitute for private initiative in business and privately owned elevators are making the most of that fact in the face of Federally sponsored competition.

## "X"

CURRENT features of the wheat situation present about the same picture as grain dealers faced in the 1923-24 season of surplus. Independently of each other, the California Food Research Institute and the Federal Bureau of Agricultural Economics, both call attention to this resemblance.

The Argentine wheat crop, however, is evidently the unknown factor, *x*, upon which the expert opinion splits. The Bureau states: "The Argentine situation, unfortunately, is very uncertain." The Institute is more blithe: "Argentine and Australian crops are among the best ever harvested."

Undoubtedly, world export surpluses are large, but wheat prices probably will be stimulated when the outturn of Argentina's crop is more definitely known. The recent change of government in Argentina put a stop to official crop reports, and the guesses on Southern Hemisphere wheat not only are decidedly unofficial, but in direct conflict with deductions warranted by weather reports.

## GRAIN FEES FOR FUELING A POLITICAL MACHINE

KANSAS grain traders have had a hectic season. Their argument with Federal grain grade authorities finally has been smoothed out, but they now are in the midst of a battle over state charges for inspection and weighing.

The state legislature, in session this month, is considering a proposal supported by the Ways and Means Committee of the lower house, to allow 10 per cent of the fees collected by state inspectors to go into the general fund of the state. Grain dealers believe that 5 per cent is a great plenty, but they do not understand the immense volume of monetary fuel required by political administration.

E. J. Smiley, representing the grain dealers of the state cites figures proving that: "The amount collected by this department (grain inspection) *in excess of the amount necessary to maintain the department* would have paid the total salaries of the governor, the lieutenant governor, secretary of state, auditor of state, state treasurer, attorney general, superintendent of public instruction, superintendent of insurance, and the state printer from 1915 to date, and there still would have been money left in the treasury."

If the Kansas congress decides to make the 10 per cent diversion of fee money, it is likely that the inspection charge will be forced up

from 60 cents to \$1 per car, an obviously exorbitant rate. An appeal has been sent to Governor Read. If his interest in the grain trade is sincere, as his recent grain rate oratory in Washington indicates it is, he will prevent further political juggling of inspection funds.

## SPORT DEPARTMENT

WHILE grain traders in most United States markets are contenting themselves with gentlemanly indoor sports, such as parchesi and bowling, members of the Winnipeg grain trade have put on their heavy underwear and organized four big leagues of curling teams.

Curling, the ancient Scottish ice sport, played with stones somewhat heavier than a half-bushel of wheat, is outdoor exercise guaranteed to put wim-wig-or-and-witality into even the most anaemic floor trader. Play has been temporarily suspended in the curling league of the Winnipeg exchange, pending the completion of the Winnipeg Bonspiel (city-wide ice tournament) scheduled for this month.

Leaders in the four leagues thus far are the following teams: Secretary's Office and United Grain Growers tied for first in the first group; Saskatchewan Elevator in the second league; Brokers and Home Grain tied in the third; Logan & Bryan in the fourth. Quaker Oats ranks fifth in its league, and Canadian Pool No. 2, is also curling downward.

We could recite additional standings but we must go turn on the steam.

## DOCKAGE DEALERS

FIGURES are at hand showing country elevators handling Soft wheat go in for cleaning commercial wheat before shipping more extensively than do elevators handling other grain. Spring wheat elevators rank in second place; corn belt houses rank third. Winter wheat elevators trail at the extreme rear in this matter.

Are we to infer that Winter wheat is so phenomenally free from weed seed and foreign material that it should be sent to market practically direct from the combine? We never have heard of any country run on that order. In fact, during the last harvest, we heard a lot about country run Winter wheat that heated rapidly in storage because of green weed seeds and other dockage elements that help exercise bin thermometers.

Modern grain cleaners should be standard equipment in progressively managed elevators, particularly where much of the trade is in bread grain. Winter wheat elevators, it is true, must handle a great rush of grain at a fast clip to keep up with modern harvesting. But cleaners are available today that offer high capacity and high speed to meet new requirements. Their anti-friction bearings and up-to-date design create efficient operation with low power cost. They challenge dockage dealers to be grain dealers.

The U. S. S. R. lacks seed wheat, but more Russian horses and machinery also are needed, so it is doubtful how much good an abundance of seed would do.



## EDITORIAL MENTION

Four weeks are left for the dealer's customers to turn grain into tax money.

Irregular inspection of elevator properties is a greater source of fire loss than arson.

Feed is fuel for poultry and stock, and cold weather fuel bills are high. Are you getting your share of the trade in your area?

The wheat berry is a sturdy proposition but we have our misgivings as to the harvest which will be reaped from the five-acre test plot in Canada, sown to wheat the first week in January.

Marquilo, a new Canadian wheat, is shortly to be offered to growers. Its father is Marquis, but some dealers are skeptical of its probable market value because of the Durum strain it contains. Anyway it is rust-resistive.

A Canadian pool farmer is making a test case of his right to name the destination of the grain he turns into the pool. It is the theory of this heretic that pool executives should be agents, not dictators. We predict that he will be ex-communicated.

Samsu is an alcoholic beverage produced from rice. A Malayan gentleman, Gunn Lay Teik, points out that old-fashioned methods of distilling are responsible for a "serious waste of rice." If he knew what is and isn't done with United States rice, he probably would say something about "total waste."

Senator Heflin and the nation's other legislative employes at Washington have suddenly awakened to the fact that speculation in stocks is going on at about 100 times the rate of speculation in grain. It is a tradition, however, that the grain exchange bear the brunt of speculative control by Federal authorities.

After tendering a five-figure check to trustees of the grain irradiation patent, a grain and milling company, has put the first of its ultraviolet ray-treated grain products on the market. A quartz lamp may be as necessary as a feed grinder for the elevator sideline business of the future.

F. G. Crowell, Kansas City grain trader, and Julius H. Barnes are members of the National Foreign Trade Council whose sixteenth annual convention is slated for Baltimore, Md., April 17. If all members of the executive council attend, there will be a fair sized convention. About 90 names are listed on the advance notices.

Dealers lack confidence in many of the protein test laboratories, Dr. A. H. Benton, of the North Dakota Agricultural College, has told the House of Representatives committee considering the Burtneiss Bill. The lack of confidence, though, is not in all cases a reflection on the integrity of the laboratories,

but a recognition of the fact that present methods of protein analysis often give untrue results. It is doubtful if even the Federal regulation of protein tests, such as is called for in the Burtneiss Bill, will help build complete confidence. Efficient laboratory technique cannot be brought about by legislation.

The back claims of grain dealers against the Government, again referred to last month, need only the OK of President Coolidge to give them cash value. The House of Representatives, before passing the measure authorizing the million-dollar payment, inserted an amendment limiting attorneys' fees in connection with any of the claims to 15 per cent. Ten per cent would have been enough.

### CROSS SECTION NOTES ON THIS ISSUE

Sixty-five tons of steel bolts and fastenings were used in the construction of a mammoth grain reservoir described in this number. Five miles of belting; 7,500 grain buckets. Now go on with the story on Page 472.

Curling is the hobby of a whole marketfull of grain traders. League standings on Page 476.

A before-and-after picture of the co-operative elevator movement is on Page 471. Before its popularity waned, farmer elevator statisticians had larger, but no more interesting figures than at present.

If stock deals now pending pan out, the 3,000,000-bushel elevator of our first-page story may be property of the Gold Dust twins. They may well grin.

Less than a minute's time is needed to read Mr. Hayward's interesting legal tip on Page 471.

Country and terminal storage with a 41,000,000-bushel capacity now is controlled by one firm. (Page 480.) Overlooking the short headed articles is cheating yourself of facts.

How to take a magnetic separator apart is told on Page 474, by a man who knows how to put it together again.

Contact between banks and the grain trade: On Page 473, Professor Boyle boils down his observations on this topic.

Written specially for this magazine is the market review of G. A. Collier. His official connections and a lucid style make it valuable.

"Frisco Seed Plant," writeups of modern feed and seed plants, and a wealth of brief feed and seed news make the two departments between Page 491 and 506, features in themselves.

Domestic production of rye continued to decline in 1928. It was 41,766,000 bushels compared with 58,164,000 in 1927, and an average of 63,831,000 for the previous five years, according to Government figures. The area seeded for harvest in 1929 is estimated at 15.5 per cent less than that sown the previous year, or a total of 3,293,000 acres. North Dakota, the principal rye state, showed a reduction of 30 per cent. Even with fair to good yields, domestic production of rye in 1929 will not be large. As rye prices depend upon wheat prices, the reduced pro-

duction of rye can not be expected to greatly improve prices unless there is an improvement in wheat prices.

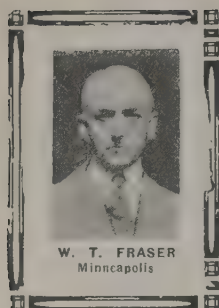
Demand for the removal of the present board of grain commissioners for Canada was made in a surprise resolution carried at the last convention of Alberta wheat growers. Inference is made that the commission is operating in the interest of grain dealers rather than farmers, but no proof is advanced. The commission's delicate task now is to remove, but not knock the chip off the farmer's shoulder.

Subsequent to the latest conference held by southwestern grain men, millers, and wheat growers' representatives, H. J. Besley, chief of the grain standards division of the United States Department of Agriculture, has issued a new order to the Federal grade office in Kansas City. It now is required that when appeals are called for, a Missouri and Kansas inspector be present at the time samples are drawn. The grade is determined by majority vote of the one Federal supervisor and the two state men. As no complaint has been voiced since this ruling went into effect, the plan evidently is working satisfactorily.

Canadian railroad officials this month report all records broken during 1928 for the handling of grain cars in the railroad yards at Fort William despite the growing activity of Vancouver as a grain port. The Fort William yards of the Canadian Pacific Railway reported approximately 175,000 cars of grain handled during 1928, a 34 per cent increase over the 135,000 cars of grain handled in 1927. In addition, the Canadian National yards handled 153,479 cars of grain in 1928, an increase of 32 per cent over the 108,118 cars handled in 1927. The all-rail movement of grain east from the Lake head has been very light this season, only 4,451 cars going forward on the Canadian National lines, and not many more than that, it is understood, on the Canadian Pacific lines. Shipments by boat, however, have been in record volume.

One of the most ambitious grain pool projects in Kansas has wound up in the Attorney General's office at Topeka. A receiver has been asked for the Kansas Wheat Growers Association. This pool had 6,000 members in 1924 and handled 6,000,000 bushels of wheat. Over 200 suits have been brought against members who failed to live up to their contract to sell only to the pool, and who were consequently subject to a penalty of 25 cents a bushel. Practically every suit has been won and \$10,000 was collected last December alone from such penalties. The pool practically ceased operations in 1925 due to disagreements among the members as to prices received. Many members refused to sell to the pool, claiming better prices were available elsewhere. The affairs have been in abeyance, but the suits have been brought to obtain the penalties. Another organization is now handling the wheat pool and operating from Wichita. The farmer's unflagging hope of profitable pooling, in the face of bitter disillusionment, is touching.



W. T. FRASER  
Minneapolis

# NEWS OF THE TERMINAL MARKETS

C. W. MAIBUCHER  
Indianapolis

## LONDON MARKET NOT YET OPENED

For some time London, England, has been making plans to open a futures market, but the opening has been put off until some time in March. While a futures market will be a convenience to English millers and grain importers, it is not likely that the volume in anything but Manitobas will ever be large.

The delay in the opening of the market is said to be due to the difficulty of drafting regulations which will meet all the requirements of the trade.

## FROM GRAIN INSPECTOR TO BOARD PRESIDENT

The New Orleans Board of Trade on January 14 elected as its president W. L. Richeson, who 32 years ago went to New Orleans as superintendent of the Illinois Central Elevator, and two years later became grain inspector for the Board of Trade. He continued in the employ of the Board until the world war, when he was appointed as representative of the Allied Governments to supervise the movement of foodstuffs through New Orleans. In less than two years the local organization handled 1,861,000 tons of grain, flour, foodstuffs and provisions out of that port.

After the war Mr. Richeson entered the forwarding and exporting field, organizing the firm of W. L.



W. L. RICHESON

Richeson & Co., which later became W. L. Richeson & Sons. He was appointed to the dock board by Governor Parker in 1921 for one of the short terms upon the reorganization of the Port Commission. Last year he was again appointed to the board by Governor Long. He has served as a director and a vice-president of the Board of Trade.

At the annual meeting of the board, James Thomas was elected vice-president; J. S. Cave, second vice-president, and E. S. Binnings, third vice-president.

Elected to one year terms on the Board of Directors were: W. B. Sirera, J. S. Waterman, R. A. Stiegler, W. B. Fox, Charles Collins, Albert Artigues, Jac Bloom, P. A. Best, H. B. McCloskey,

G. P. Gaiennie, N. O. Pedrick, J. F. Flournoy, Jr., and Vic Schaffenburg.

The 1929 Governing Committee of the maritime branch includes E. E. Lamberton, Charles Harrington, Louis C. Frantz, N. O. Pedrick, S. T. DeMilt, W. J. Strauven, George M. Leininger, F. J. Foxley, A. Q. Peterson, A. M. Dardis, R. D. Reeves, W. J. Hardin, and J. F. Flournoy, Jr.

## MONTREAL THE GRAIN PORT

The annual report for 1928 of the Montreal Board of Trade discloses some interesting facts about that premier grain shipping port and the men who conduct the grain business there. President T. C. Lockwood and his staff of officers and directors can be congratulated.

The receipts of wheat at Montreal during 1928 were 165,013,764 bushels, while shipments were 145,825,247 bushels. These figures are between 25,000,000 and 30,000,000 bushels greater than the previous year, and 1927 in turn was a record breaker. Barley receipts were 29,876,585 bushels; oats, 22,221,289 bushels; corn, 1,197,918 bushels. Flour shipments were 4,686,146 barrels. Of course this does not represent Canadian grain only, but includes that from the United States as well.

The officers of the Montreal Corn Exchange Association appearing at the head of the report are: T. C. Lockwood, president; J. M. Vittle, vice-president; Alfred Chaplin, treasurer. In addition to the officers the Committee of Management consists of A. W. Brown, Harold W. Corrigan, Guy D. Robinson, C. H. G. Short, Elzebert Turgeon, Merton L. White.

## MORE CORN LOOKED FOR

We have to report another week of cold weather (below zero here this morning) a foggy day or two, which makes this winter a record one for fog, it seems to us. Many think when the ground freezes as deep as it is now it's a help to the crops planted in the coming season—so let's hope. Ice over a foot thick for weeks in succession furnishes a chance for skating enthusiasts to enjoy that sport. A light blanket of snow covers the wheat fields; no more winter killing than usual now seems probable. Our weather prophet predicts that the last severe cold wave of the winter will show up shortly.

Feeders tell us their hogs are not putting on weight as fast as usual now, but that the crop of spring pigs promises to be a full quota.

Washington advices state that a farm relief bill will likely be a law during the coming spring or early summer—that it will be in accord with Hoover's views and will not contain an equalization fee.

Both the farmers themselves and their country banks have more cash on hand than for some time past, so most taxes can be paid without corn money if necessary, but there are, no doubt, a number of belated sellers. Some did not like to deliver while weather and roads were bad, others hoped for the dollar price; it's probable that the next spell of good weather and roads may find such corn growers emptying some of their cribs into the country elevators at 80, 90 or a dollar a bushel, whichever the price may be. Of course, the quantity sold will depend upon the price offered.

One would not expect this prospective movement to anything near equal in amount either the November, December or January shipments. Some grain stations report this winter's corn business is about overwith.—H. I. Baldwin & Co., Decatur, Ill., letter of February 9.

## NEW CLEVELAND OFFICERS

The Cleveland Grain and Hay Exchange at its annual election on January 22, elected Fred E. Watkins president for the ensuing year. Mr. Watkins served for two years as president of the Grain Dealers National Association, and before that as chairman of the Trade Rules Committee, established a reputation for straight thinking and square shooting which his years as president only aug-



F. E. WATKINS

mented. The Cleveland Exchange is to be congratulated on its chief executive.

The new vice-president of the Exchange is E. T. Bailey; treasurer, C. G. Clark, and secretary, W. C. Seaman.

## BUFFALO HEARING MARCH 6

Examiner Kettler, of the Interstate Commerce Commission, has been assigned to hear the grain rate complaint filed by the Corn Exchange, Inc., of Buffalo, N. Y., on March 6. The Baltimore & Ohio Railroad is the principal defendant in this case, which is slated as No. 21,283 on the commission's docket.

## VOLUME OF GRAIN FUTURES TRADING IN JANUARY

In spite of the New Year holiday, grain futures trading at Chicago in January picked up to a volume considerably ahead of recent months and also January of last year. The total for all grains was 1,630,016,000 bushels, compared with 860,524,000 in December, and 841,732,000 in January of last year. The January, 1929, total was divided among the various grains as follows; for the purpose of comparison the December figures being given in parenthesis: Wheat, 909,187,000 bushels (417,146,000); corn, 636,665,000 bushels (384,587,000); oats, 37,142,000 bushels (37,592,000); rye, 27,022,000 bushels (21,199,000).

The average open contracts in futures at Chi-



cago in January, "short" side of contract only, there being an equal volume on the long side, were: Wheat, 115,503,000 bushels, compared with 81,733,000 in January of last year, and 128,515,000 in December; corn, 68,461,000 bushels, as against 83,525,000 a year ago and 78,736,000 in December; oats, 25,896,000 bushels, compared with 36,132,000 last year and 28,548,000 in December; rye, 8,783,000 bushels, as against 9,882,000 a year ago and 10,366,000 in December. The average total for all grains in January was 221,643,000 bushels.

### INDUSTRIES ABSORB CORN

The business at Peoria which has been largely in corn has been going along in a good fashion for the past month. Most of the time we have had very liberal arrivals but the large local industrial demand of approximately 85,000 bushels daily, together with a fairly good shipping demand at times, has taken care of it without serious difficulty at any time. For the week ending February 9 the arrivals aggregated 806 cars of corn which we regard as very good for a market such as we have here. Right now the movement at country points seems to be liberal and the daily arrivals are good—all of which seems to be wanted for one purpose or another. Values here, especially on Illinois corn, have been rather better than other markets. We look for a continuation of the demand and we are also expecting that it will not be long until the farmer reduces his delivery very materially and we will have lighter arrivals.

The oats market here has been a fairly good one for the country shipper though our market like others has had light arrivals with values being just about in line with other competing markets. The supply of oats at country points in the hands of elevators seems to be very much lighter than usual and we are told that the farmer has fed heavily of oats and that his stocks are not up to the usual quantity. We imagine that the prices on oats will hold firm and perhaps advance somewhat before May rolls round.

Nothing of consequence doing here in wheat. The reports from country say that very much of the wheat has been covered with ice for about six weeks and it is natural to suppose that there will be some damage. How much no one can tell at the present time.—P. B. & C. C. Miles, Peoria, Ill., letter of February 13.

### PEORIA ELECTS

The Peoria Board of Trade recently held its annual election, and when the ballots were counted it was found that E. W. Sands was president; B. E. Wrigley, first vice-president; A. M. Court-right, second vice-president; John R. Lofgren, secretary, and W. C. White, treasurer.

Directors are H. H. Dewey, G. M. Miles, E. R. Murphy, G. A. Peterson, J. Leo White, L. L. Gruss, N. R. Moore, L. H. Murray, J. M. Van Nuys, F. L. Wood. Mr. Gruss is the retiring president. The committee on Arbitration consists of H. F. Cazez, F. L. Barlow and J. F. Sheridan.

### CORN MARKET ACTIVE

Very little wheat moving in this territory; really not very much left. Not much to say about the new crop as it is mostly covered with ice and cannot see what it is doing. Whether there is any damage or not will show up later on.

Receipts of corn the past month have been very good and prices have averaged higher. About all the corn that has come to this market up until the last few days has been used by the industries. Industries are all running full and have been heavy buyers daily. Corn seems to have gone into consumption rapidly in about all markets as the visible is considerably less than it was a year ago. Our market has kept pace on prices with other markets, and we look for a good demand to continue here right along.

Receipts, while they are picking up some, have been light and are being used up about as fast as they arrive. Considering the price of the oats, it seems strange that there has not been a bigger movement. It looks as though the producer is feed-

ing the bulk of them, they being the cheapest article of feed that he can get hold of. We look for prices to hold up well compared with other markets. —Mueller Grain Company, Peoria, Ill., letter of February 13.

### BOSTON EXCHANGE HOLDS ELECTION

At the annual election of the Boston Grain and Flour Exchange, held February 5, Albert K. Tapper was re-elected president, and Albert L. O'Toole was made first vice-president, succeeding Frank A. Noyes. Edward H. Day will be second vice-president again. Four directors for three years were named, including the following: Henry A. Cassidy, Thomas J. McAuliffe, Fred S. Colby, and Robert S. Wallace. About 400 attended the fourth annual banquet at the Elks Hotel, at which there were a number of prominent speakers, including Attorney-general Warner, President A. S. MacDonald of the G. D. N. A., Rear Admiral Philip Andrews, and Frank S. Davis, manager of the Maritime Association.

### TOLEDO'S NEW SECRETARY

The secretaryship of a grain exchange is a position requiring such a wealth of knowledge and experience in grain affairs that exchanges are loath to let a secretary go once they have secured a good one. But Archibald Gassaway of Toledo resigned recently so the Toledo Produce Exchange cast about



W. A. BOARDMAN

for the best man to take his place, and without great difficulty agreed that W. A. Boardman was made for the job. So Mr. Boardman is the new secretary of the Toledo Produce Exchange.

He is exceptionally equipped for the position. For years he managed the East Side Iron Elevator Company and is an acknowledged expert in traffic matters. He is president of the Toledo Traffic Association and besides his ability has a disposition that endears him to all who know him. Toledo is fortunate in finding a square peg that exactly fits the square hole.

### NEWELL ELECTED

At the annual election of the Duluth Board of Trade, H. S. Newell was elected president, taking the place of George Barnum Jr., who retired after two years of service in that office. C. C. Blair, manager of the Globe Elevator Company, was elected vice-president. H. J. Atwood, George Barnum Jr., Ely Salyards and G. H. Spencer were elected directors. Board of Arbitration: F. P. Hefelfinger, H. M. McCabe and E. A. B. Vivian. Board of Appeals: H. A. Starkey, T. F. McCarthy, Thomas Gibson, F. E. Lindahl and Watson S. Moore.

### CHICAGO BOARD ELECTS

A momentum that already has been gained along the road to greater public service will mark 1929 activities of the Chicago Board of Trade, Samuel P. Arnot, re-elected president last month, told members of that body at their annual meeting and inauguration of new officers. Assurance that securities

trading, plans for which are going forward smoothly, will be added to the board's activities, was emphasized by President Arnot as "a vitally important move in the right direction."

Board memberships, which increased in price more than 400 per cent during the year just ended, total 1,586, the same as a year ago. Important changes, reflecting a desire of New York interests to participate in the new securities division, were evidenced in the purchase of some seats during 1928.

In the reports of general interest was that of the new Board of Trade building committee, with definite assurance that the 44-story home of the central commodity exchange will be ready for occupancy within 16 months. An encouraging demand for space, some of which already has been let to a widespread list of tenants, has proved the wisdom of demolishing the old Board of Trade headquarters to make way for a modern structure, the members were told.

Assets are shown as \$3,039,681.49, with a substantial fund available for retirement of memberships, according to a report submitted by Charles V. Essroger, treasurer and chairman of the new building fund committee.

Almost 40,000 more cars of grain were handled by the board's weighing and custodian departments in 1928 than in 1927. The number of cars weighed last year was 221,685, and for 1927, 184,868 cars. The same departments weighed more than 36,000,000 bushels of grain brought to Chicago and taken away by lake vessels.

The quantity of grain registered and held in trust during the year under the provisions of the Custodian Regulations amounted to 97,315,149 bushels. This grain was received in Chicago in 60,442 cars and 16 vessels.

### DULUTH DEMAND LIGHT

There isn't a great deal of activity in our market at the moment; there seldom is at this season of the year. However, we have noticed this past week that several of the large buyers are beginning to show a little more interest in grain which they hope to offer for opening shipment. Barley in particular has been in demand, all arrivals and offerings being absorbed practically at top prices for the year.

Good demand for all grades of rye that do not contain ergot; anything that grades ergoty, however, is being discounted very severely. There has been a good demand from the Durum mills for any quality of Durum that could possibly get by as milling, premiums having advanced several cents per bushel over what they were at the turn of the year. Ordinary No. 1 Northern Spring wheat has been selling at the May price with good premiums being paid for the fancy quality.

Oats are being accumulated by some of the buyers on a basis under Chicago May for No. 3 White, premiums being paid for anything that is choice. —White Grain Company, Duluth, Minn., market letter of February 12.

### CHANGES IN MEMBERSHIP

Chicago.—The following memberships of the Chicago Board of Trade have been transferred: Frederick S. Smith; Patrick E. Molyneaux; U. J. Sinclair; Charles S. Castle; Lloyd E. Winter; Benjamin H. Ettelson. The following have been admitted to membership: Vernon R. Loucks; Howard E. Cox; Melvin E. Emerich; Harry Chirelstein; Robert M. Morgan; Harry L. Winters; C. Jerome Cable; Harold W. Letton; Nathan Shure; Daniel Leonard; Otto Keusch. The following changes in registration of members were also recorded: Edward S. Westbrook, chairman of the Board, Trans-Mississippi Grain Company, changed to vice-president Bartlett-Frazier Company; Henri Bodenheimer, registered for Maison Bodenheimer, Paris, France, changed to registration for his own account; Frank J. Young, admitted as partner, Hulburd, Warren & Chandler; Harriss, Irby & Vose, changed to Harriss & Vose, William L. Harriss, member; James A. Caveney, admitted as partner of F. Farroll Bros., Chicago; Montgomery, Straub & Co., Inc., dissolved



as of December 31, 1928, succeeded by Straub & Barry, partnership, Robert F. Straub, member; Roscoe Rockwood, registered for Roscoe Rockwood & Co., Gibson City, Ill., was registered for own account; James Eblin, registered for Eblin & Co., New York City, was registered for own account; Luther S. Dickey, admitted as a partner, Thomson & McKinnon, was registered for own account; Addison Stillwell, registered as president Geneva Trading Corporation, was registered for own account; Albert Rothschild, was registered as president D. Rothschild Company, registered for own account.

*Duluth.*—J. E. Patton, resigned.

*Kansas City.*—New memberships on the Kansas City Board of Trade: M. J. Lawless, on transfer from C. A. Elmore; S. C. Odell, on transfer from R. F. Browne; Gunnard Johnson, on transfer from C. V. Fisher.

*Memphis.*—Admitted to membership, Memphis Merchants Exchange: L. C. Barton, Hugh Humphreys, E. T. Lindsey, L. B. Lovitt & Co., Zimmerman-Alderson-Carr Company, H. J. Baker & Bro., New York, W. F. Bridewell, Little Rock, Ark.

*Milwaukee.*—Elections to membership, Milwaukee Chamber of Commerce: Joseph Free; M. L. Annenberg; John F. Stratton; Frank A. Lenicheck; John Black; Walter Dunlop.

*New York.*—Among the new members of the New York Produce Exchange are: M. K. Crossnay; Andreas Georgis; Roland L. De Haan; Frederick W. Bellamy; Leonard J. Marquis; Frank B. Montford; John J. Qualter; Isaac W. C. Salloway; John Biro; Julius L. Brode; Joseph R. D. Freed.

*St. Louis.*—Transfers of membership noted on the St. Louis Merchants Exchange: H. J. Harstman of Bartlett, Frazier & Co., on transfer from V. C. Elmore, Ashland, Ill.; E. L. Rickel, of E. L. Rickel Grain Company from W. L. Burton; W. Mills, of Washburn Crosby Company, from F. G. Atkinson.

*Wichita.*—Elected to membership, Wichita Board of Trade: J. F. Hughes, of the W. H. Marshall Commission Company, Kansas City, Mo.

## TERMINAL NOTES

Fontaine Martin & Co., grain brokers, New Orleans, La., have filed a petition in voluntary bankruptcy.

An Export Managers' Club has been organized in New Orleans, La., to promote increased export business.

With capital stock of \$11,000, the Southwest Grain Commission Company, Fort Worth, Texas, was recently organized.

The St. Louis Grain Club held a dinner at the Elks Club on February 6. A bridge tournament was one feature of the entertainment.

Frank C. Sickinger, who has been flour inspector for the Chicago Board of Trade for a number of years, was reappointed for the 1929 term.

A grain brokerage business has been opened in Holdenville, Okla., by W. R. Davidson & Co., of Waco, Texas. The manager is L. R. Baker.

J. E. Houston and A. B. Frederick formed the Houston-Frederick Grain Company, Kansas City, Mo. The new company deals in cash grain and futures.

Members of the Toledo Produce Exchange are making ready to entertain the Farmers Grain Dealers Association of Ohio in their city February 21 and 22.

Frank R. Moorman, formerly connected with the Crumbaugh-Kuehn Company, Toledo, Ohio, is now with the John L. Kellogg Seed Company, Chicago, Illinois.

The Isbell Grain & Commission Company, recently chartered in Texas with capital stock of \$6,000, has opened offices in Sherman, Texas. H. G. Isbell is manager.

Wallingford Bros., Inc., Kansas City, Mo., grain firm, has discontinued, and E. G. Wallingford will be connected with the Mensendieck Grain Company from now on.

George E. Pierce, for many years an officer and manager of the Superior Elevator, Buffalo, N. Y.,

has resigned and simultaneously announced his intention of engaging in a general grain brokerage business with offices in the Chamber of Commerce building.

Philip Godley was elected president of the Philadelphia Board of Trade at the annual meeting on January 28. He succeeded William H. Coates, who had been in office for 18 years.

At a special meeting of the Duluth (Minn.) Board of Trade, H. J. Atwood was elected a director, to succeed C. C. Blair, who was made vice-president at the annual election.

President S. P. Arnot, of the Chicago Board of Trade, was among those who addressed the Board of Trade American Legion Post at the dinner given at the Elks Club on January 29.

E. P. Heffelfinger, who has been with the Globe Elevator Company, Duluth, for some time, is planning to join the force of the Monarch Elevator Company, Minneapolis, Minn., this spring.

Among the new grain companies in Texas is the Tillery Grain Commission Company, Fort Worth, organized with capital stock of \$75,000, by Oscar Tillery, James R. O'Daniel and E. Franklin.

The new Executive Committee of the Baltimore (Md.) Chamber of Commerce includes: William H. Hayward, chairman; Edward Netre, Charles E. Scarlett, J. Murdoch Dennis, and A. Leslie Lewis.

Despite having been turned down once by the State Corporation Commissioner, a reversal was secured so that the name originally chosen is now legal—the Portland Grain Exchange, of Portland, Oregon.

Announcement comes from Winnipeg, Man., that R. S. Law, who has for some years been secretary of the United Grain Growers, Ltd., has been named a director and first vice-president, succeeding C. Rice-Jones.

Lawrie & Larson is the name of a new grain commission firm recently announced in Milwaukee, Wis. Morton L. Larson and James Lawrie, who formed the company, are both well known in local grain circles.

H. M. Bainer, director of the Southwestern Wheat Improvement Association, recently left on a trip through Colorado, sponsored by the Atchison, Topeka & Santa Fe Railroad, for the education of farmers in that area.

On February 1, retiring President H. M. Warfield of the Baltimore Chamber of Commerce, gave a dinner at the Maryland Club. The directors, through Eugene H. Beer, presented him with a silver pitcher, suitably inscribed.

At the annual meeting of the Baltimore Chamber of Commerce, the following directors were elected for three years, without opposition: Ferdinand A. Meyer, William T. Shackelford, Frank S. Dudley, John Merryman, and Edward Netre.

The election on January 24 of the Montreal Corn Exchange resulted as follows: President, J. M. Vitte; treasurer, Harold W. Corrigan; members of the board, A. W. Brown, George A. Cairns, M. J. Gratton, W. H. Johnson, H. C. Moore, Elzbert Turgeon, and G. D. Robinson.

The Sheffield Elevator Company, Buffalo, N. Y., has taken additional office space and the company's present address is 317-319 Chamber of Commerce building. William Steves, formerly associated with the Burns Grain Company, is in charge of the new corn and oats department.

C. F. Prouty, secretary of the Oklahoma Grain Dealers Association, Oklahoma City, and Karl E. Humphrey, president of the El Reno (Okla.) Mill & Elevator Company, were both elected on January 22 at the annual convention to the Board of Governors of the Associated Industries of Oklahoma.

A celebration was held February 1 by the Omaha Grain Exchange, it being the twenty-fifth anniversary of the organizing of the exchange. A dinner at the Omaha Athletic Club was one feature of the celebration, and addresses were made by various prominent men, including President E. W. Taylor and A. R. Kinney.

Members of the Kansas City Board of Trade, by

a vote of 100 to 49, approved an amendment which prohibits members from making sales of grain through a resident non-member broker. The former rule was less specific, as it prohibited the payment of brokerage for such service. This proposal was recently defeated by a close vote.

On January 29, the annual election of the Philadelphia Commercial Exchange resulted in the following: President, Hubert J. Horan; vice-president, George M. Richardson; treasurer, Samuel L. McKnight; directors for two years, Alfred J. Ball, Charles A. Devlin, E. D. Hilleary, James S. McVey, Robert Morris and David H. White.

The newly elected president of the New Orleans (La.) Board of Trade, W. L. Richeson, has named the following Grain Committee for the coming year: Edward Nathan, chairman; W. H. Barnes, E. L. Betzer, H. L. Dauncy, G. P. Gainnie, John T. Gibbons, C. R. Matthews, Fred H. Pincoffs, C. M. Rodd, James M. Rodgers, James Thomas and Albert Valos.

## SINGLE FIRM NOW CONTROLS 41,000,000-BUSHEL CAPACITY

Merging of the grain storage facilities as well as the mills of the Sperry Flour Company with those of General Mills, Inc., concentrates the control of 219 country elevators and grain storage warehouses and terminal elevators with a combined capacity of 30,463,000 bushels into the hands of lieutenants of James F. Bell, president of the latter firm. The actual transfer of the western concerns properties will involve a 3,925,000-bushel terminal grain storage capacity, and a string of 75 country houses with an aggregate holding space of 8,310,000 bushels.

The 219 country stations are reported to provide space for 10,524,000 bushels, and this plus the terminal capacity, amounts to 40,987,000 bushels.

## SILVER ASKS GOLD FOR CO-OP.

Gray Silver, who will be remembered by grain dealers as an executive in the ill-fated Grain Marketing Company, now of Martinsburg, W. Va., appeared before the Banking and Currency Committee of the House of Representatives this month, to urge "enlarged facilities" for loans to farmer elevator firms and other co-operative groups. Mr. Silver is now chaperoning the Federated Fruit Growers.

The Bowman Bill, which Mr. Silver thinks is a fine proposal, would amend the Federal Farm Loan Act by authorizing loans direct to any state co-operative outfit composed of farm producers. The bill also would provide funds for the establishment of co-operative elevators or other marketing facilities at terminal points, and for merging co-operative associations into "super-co-ops."

The House committee took no action, but a record was made of Mr. Silver's ideas for possible reference at the time this spring, when Congress finally decides to attack the problem of farm relief in a big way.

THE area devoted to cereals in Russia increased in 1926 by 7.1 per cent, in 1927 by 1.9 per cent (with a population increase of 2.3 per cent), and in 1928 decreased, due to unfavorable weather conditions, by 2.6 per cent. On the 1913 basis, the cereal in 1926 and 1927 constituted over 86 per cent, and in 1928 it decreased to some 83 per cent, not including the winter killed acreage. Translated into per capita figures, the average acreage now is only 75 per cent of pre-war.

STOCKS of wheat in the western grain inspection division of Canada on January 18 were 143,257,000 bushels against 144,443,000 bushels on January 11, and 105,330,000 bushels on January 20, 1928. Receipts at Fort William, Port Arthur, Vancouver, and Prince Rupert from August 1 through January 18 were 307,969,000 bushels, and shipments were 277,107,000 bushels. Receipts during the corresponding period of last year were 227,343,000 bushels, and shipments were 202,004,000 bushels.



## TRADE NOTES

Grinding and mixing feed for all purposes is proving the salvation of many elevators. The number of country houses that formerly did only a shipping business, but are now buying grain from outside their territory to grind and mix, is surprising.

The experience of every crop year convinces elevator owners that the protection against loss, afforded by the Zeleny Thermometer System, is indispensable. The cost of this protection is so small compared with the protection given to stored grain that the offices of the Zeleny Thermometer Company, 542 S. Dearborn Street, Chicago, is a busy place taking care of orders.

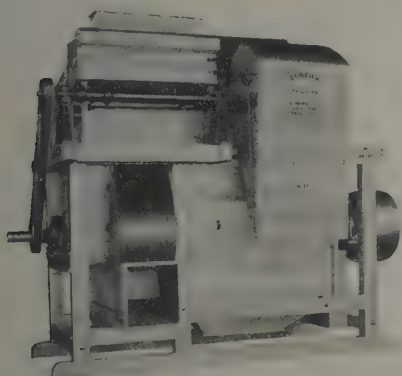
A sure-fire, profitable sideline for the period up to the harvest time is suggested by the International Harvester Company of Chicago. Binder twine is a necessary factor of the harvest, and the International plan for securing this business on a small investment or tying up of capital, is worth investigating.

The M. A. Long Company, of Baltimore, Md., engineers and constructors, has an interesting story to tell all prospective elevator owners. The story is convincing because it is backed by performances of a rather spectacular nature, and it has to do with some of the largest of our export elevators as well as more modest but equally efficient interior houses.

The necessity for truck scales instead of the old style wagon scales for the elevator has prevailed for only a few years, but the many orders which Fairbanks-Morse & Co., of Chicago, are receiving for the new Type "S" Truck Scale shows that the early designs in truck scales were not correct. The first truck scales were merely glorified wagon scales, but Fairbanks-Morse realized that the weight distribution of a loaded motor truck was quite a different matter, so the Type "S" was designed. This scale weighs accurately wherever the weight is placed.

## CLIPPERS, SMUTTERS, SCOURERS

While many if not most terminal elevator have realized the profitable utility of oat clippers, smaller elevators have been less alive to the possibilities of this machine and many of them have



THE EUREKA OAT CLIPPER

overlooked a bet that might have been paying them a profit for years.

In the new catalog No. 116, just issued by the S. Howes Company of Silver Creek, N. Y., there is much besides the description of the latest clipper models to interest elevator operators. On the inside cover page is an article "Clipping Tips," which will give more information on the ways to make a clipper profitable than most operators ever dreamed of. And this applies not only to oats, but to wheat and barley, grains not usually associated with the clipper at all, but which can be improved mightily under certain conditions by the machine.

There is also a chapter on liming, and this, too, is full of valuable information for the dealer on the

lookout for ways to get the top prices for grain. The catalog will be sent to any elevator operator asking for it, and it certainly should be in the hands of every one of them.

## LINK-BELT ANNOUNCES A NEW LINE

Even locomotive cranes are now driven by gasoline engine. Link-Belt Company, Chicago, Ill., has announced a complete line of locomotive cranes



NEW LINK-BELT "L" TYPE CRANE

designed especially for gasoline engine, Diesel engine or electric motor drive, to be known as the "L" Type Cranes.

They are not merely modified steam cranes, but are designed throughout for the entirely different and much more severe conditions imposed by a power unit running continuously at its full operating speed.

The machinery and its arrangement are par-



"L" TYPE CRANE IN ACTION

ticularly adapted to direct engine or motor drive, and all clutches, brakes, shafts, bearings, gears, etc., are oversize in order to give the best operating results and the lowest possible maintenance expense, under these conditions.

The drive from engine or motor is a totally-enclosed silent chain drive, and all upper frame gears have machine cut teeth, cut from solid blanks. This makes a quiet, smooth operating

machine of the very highest operative efficiency.

It is furnished with two-speed travel gear to give a high travel speed for traveling light, and a slower travel speed for pulling heavy loads or ascending comparatively steep grades. The two-speed travel gear in no wise affects the other speeds of the machine (hoisting, boom hoisting and rotating), which should, under all conditions, remain unchanged in order not to affect the operating speed and handling capacity of the machine.

The addition of the "L" Type Crane in five sizes gives Link-Belt Company a complete line of gasoline, diesel, electric and steam locomotive cranes, and a line of heavy duty gasoline, diesel, or electric crawler shovels-crane-draglines ranging from  $\frac{3}{4}$  cubic yard to two cubic yards capacity.

## NEW PRESIDENT FOR DRY MILK INSTITUTE

An increase in the use of dry skim milk in prepared flours and in manufactured feeds for poultry, calves and other farm animals, was reported at a



ROUD McCANN

meeting of the directors of the American Dry Milk Institute in Chicago.

The report pointed out that dry skim milk is a desirable constituent of prepared flours, taking the place of the same solids usually added in fluid form. The more rapid growth and development of farm animals on manufactured feeds containing dry skim milk is leading an increasing number of manufacturers to feature the dry skim milk in qualities in their feed advertising.

At this meeting the directors also voted the appointment of Prof. Roud McCann as director of the American Dry Milk Institute, to succeed Dr. H. E. Van Norman, who is to head the newly co-ordinated research and educational department of the Borden Company. Dr. Van Norman is well known to the flour, grain and feed trade because of his previous connections with Penn State College, Purdue University and the University of California School of Agriculture.

Prof. McCann is a nationally-known figure in dairying circles. His many years of experience, both in executive work of associations and as director of agricultural extension for the State of Colorado, have fitted him particularly well to carry on the work of helping the prepared flour and manufactured feed industries to use dry skim milk in their products. He assumed his new duties in the



headquarters of the American Dry Milk Institute, 160 North La Salle Street, Chicago, Ill., on January 15.

## CROP REPORTING DATES FOR 1929 ANNOUNCED

Practically no changes from last year in crop reporting dates during 1929 are announced by Secretary Jardine of the United States Department of Agriculture. Seven reports on cotton will be published during the year, and 11 reports on crops other than cotton. State data for crops other than cotton will be available either at 5:00 p. m., in the afternoon or at 9:00 a. m., the next morning following publication of the United States totals. The contents of the several reports as shown below are tentative, and may be changed if necessary.

### COTTON REPORTS WILL BE PUBLISHED

Friday, May 17, 1929, 11 a. m., revision of the report on acreage and yield of cotton in 1928.

Monday, July 8, 1929, 11 a. m., report on the acreage of cotton in cultivation on July 1, 1929.

Thursday, August 8, 1929, 11 a. m., reports as of August 1 on condition and probable total ginnings of cotton.

Monday, September 9, 1929, 11 a. m., reports as of September 1 on condition and probable total ginnings of cotton and an estimate of the acreage of cotton abandoned since July 1.

Tuesday, October 8, 1929, 11 a. m., report as of October 1 on probable total ginnings of cotton.

Friday, November 8, 1929, 11 a. m., report as of November 1 on probable total ginnings of cotton.

Monday, December 9, 1929, 11 a. m., report as of December 1 on estimated probable total ginnings of cotton, and estimated acreage of cotton abandoned since July 1.

### REPORTS ON CROPS OTHER THAN COTTON WILL BE PUBLISHED

Friday, March 8, 1929, 3 p. m., reports on stocks on farms on March 1 and shipments out of county of corn, wheat, oats, barley, and rye.

Tuesday, April 9, 1929, 3 p. m., reports on condition as of April 1 of Winter wheat rye, and pasture; and for certain states, reports on condition of oats, etc.

Thursday, May 9, 1929, 3 p. m., reports as of May 1 on area remaining for harvest, condition, and indicated production of Winter wheat and rye; condition of hay and pasture and stocks of hay on farms; and for certain states reports on condition of oats, etc.

Saturday, June 8, 1929, 3 p. m., reports as of June 1 on condition and indicated production of Winter wheat and rye; condition of Spring wheat, oats, barley, hay, pasture.

Wednesday, July 10, 1929, 3 p. m., reports as of July 1 on acres for harvest, probable yield, and indicated production of Winter wheat and rye; stocks of wheat on farms; acreage, condition, and indicated production of corn, Spring wheat, oats, barley, flax, rice, tame hay, dry edible beans, peanuts, soy beans cowpeas, and velvet beans; condition of wild hay, pasture, soy beans, cowpeas, and velvet beans.

Friday, August 9, 1929, 3 p. m., reports as of August 1 on estimates of yield per acre and production of Winter wheat and rye; stocks of oats and barley on farms; acreage of buckwheat and grain sorghums; condition and indicated production of corn, Spring wheat, oats, barley, buckwheat, flaxseed, rice, grain sorghums tame hay, dry edible beans and peanuts; and condition of wild hay pasture, soy beans, cowpeas and velvet beans.

Tuesday, September 10, 1929, 3 p. m., reports as of September 1 on probable yield and indicated production of Spring wheat, oats, barley, broom-corn, buckwheat, flaxseed, rice, grain sorghums, tame hay, dry edible beans and peanuts; condition of Alfalfa seed, Clover seed, Timothy seed, pasture, soy beans, cowpeas, velvet beans.

Wednesday, October 9, 1929, 3 p. m., reports as of October 1 on probable yield and indicated production of corn, buckwheat, flaxseed, rice, grain sorghums, peanuts and potatoes; estimates of yield per acre and production of Spring wheat, oats, bar-

ley, tame hay, broom-corn, and hops; condition of Alfalfa seed, Clover seed, Timothy seed, pasture, soy beans, cowpeas and velvet beans.

Saturday November 9, 1929, 3 p. m., reports as of November 1 on stocks of corn on farms; weight per measured bushel of grains; estimates of yield per acre and production of corn, buckwheat, flaxseed, rice, grain sorghums, dry edible beans, peanuts and potatoes.

Wednesday, December 18, 1929, 4 p. m., reports on revised acreage, yield per acre, production and value of corn, Winter wheat, Spring wheat, oats, barley, rye, buckwheat, flaxseed, rice, grain sorghums hay, Alfalfa seed, Clover seed, Timothy seed, dry edible beans soy beans, peanuts, cowpeas, velvet beans and potatoes.

Friday, December 20, 1929, 3 p. m., reports as of December 1 on acreage and condition of fall-sown Winter wheat and rye for harvest in 1930.

## DEATH OF A. T. SITTERLY

On Sunday morning, January 13, word was received by Messrs. Barbeau that A. T. Sitterly, for many years their associate in business and former secretary of S. Howes Company, Inc., had died the



THE LATE A. T. SITTERLY

previous day at the age of 82 in Brooklyn, N. Y., at the home of his son, Ralph.

For some 25 years A. T. Sitterly, or Gus, as he was known to his intimates, traveled through the eastern states representing the S. Howes Company and its predecessors. Possessed of a practical and resourceful mind, he was always equal to any emergency which arose. His success on the road led to his being elected secretary of S. Howes Company, Inc., in 1911. During his six years' tenure of office, Mr. Sitterly devised many important innovations in the Eureka line of milling machinery.

Augustus Theodore Sitterly was born in Schenectady, N. Y., May 4, 1847. On January 6, 1869, he married Gertrude Van Patten Springer, who died eight years ago. Born of this union were five sons, Ralph M., William W., and Frank J., all living in Brooklyn, James E., of Bronxville, and Dr. A. T. Sitterly, who resides in Schenectady. These, with two sisters, Mrs. Teller and Mrs. Steirs, both of Schenectady, and five grandsons survive.

Mr. Sitterly's remains were conveyed to his former home, Schenectady, where on January 15 funeral services were conducted by St. George's Lodge, No. 6, A. F. & A. M., of which he had been an active member for 58 years, having been raised in that lodge November 30, 1871. As a mark of respect to the memory of Mr. Sitterly, all activity

throughout the Howes company office, and Eureka and Invincible plants ceased for a two-minute period at two o'clock on Tuesday afternoon, at which hour the services were being conducted at Schenectady. A. C. Barbeau, president of S. Howes Co., Inc., went to Schenectady on Monday to represent the company at the funeral.

## SUMS UP WEATHER-CROP DATA

The current issue of *Wheat Studies*, California publication, consists of an article by Dr. C. L. Alsberg, entitled "Forecasting Wheat Yields From the Weather." The biology of wheat is considered from the standpoint of its reaction to various weather conditions, and the structure of some other grain plants also is analyzed.

## ELEVATOR THEFTS BRING HEAVY PENALTIES

Three elevator thieves have been sentenced to long prison terms in the first six weeks of 1929. For stealing 30 bags of beans from the elevator at Unionville, Mich., Frank Bower this month was ordered to spend the rest of his life in the penitentiary under Michigan's habitual criminal law. This theft was the fourth felony of which he had been convicted.

A South Dakota court has sentenced Jacob Rueb and Daniel Treft to 16 months each in the state prison for their confessed theft of 2,000 bushels of wheat which they sold to elevators at Lebanon, Eureka, and Selby, S. D.

## SHELLER FOR RICE TESTING

A rice-shelling device for use in removing hulls from samples of rough rice and for indicating the hardness and the milling yield has been invented by W. D. Smith, grain marketing specialist, Bureau of Agricultural Economics, Department of Agriculture.

The machine is designed for buyers who heretofore have relied on more primitive means to test rice samples. The inventor claims that the new apparatus makes it possible to apply a standard unvarying test to determine the hardness of rough rice.

## 600,000 FARMERS MAKE ELEVATORS SIDELINE

Bringing the figures on farm co-operative associations up to date, the Department of Agriculture this month announces that 2,000,000 farmers now are organized in 12,000 co-operative organizations. "Nearly one-third" of the farmers engaged in buying or selling together, it is stated, are members of farmer elevator associations. About half the farmers participating in co-operative activity are members of more than one organization, and split their time and energies among various projects which include farmer-run grain elevators, cheese factories, and cotton gins.

## TOMB WHEAT CASE TO JURY

Declaring that he was inexpert at Egyptian grain inspection, Judge Joseph Burke, Chicago jurist, has assigned the wheat-fraud case of Garrison versus Woodward for jury trial.

W. J. Garrison, complainant, is an Idaho farmer who recently sold C. H. Woodward, of Chicago, an order of specially selected wheat. Failing to receive \$635 as payment for the delivered grain, the Idaho man has sued Mr. Woodward for that sum.

"I ordered the wheat," admits Mr. Woodward, "but this farmer told me it was wheat grown from seeds found in King Tut's tomb. But when the Government informed me that the wheat was just plain Polish white wheat, I refused to pay for it."

THE 1928 wheat production in 44 countries has been reported at 3,653,720,000 bushels, an increase of 5.4 per cent over the production of 3,467,088,000 bushels in the same countries in 1927.



## SPEEDY GRAIN HANDLING EQUIPMENT DRAWS HEAVY TRADE TO ROTTERDAM

Russia, according to reports received by the Department of Commerce, has recently purchased in various European ports about 200,000 tons of wheat to cover the shortage existing in that country. Of the 200,000 tons, 50,000 tons have been obtained from elevators in Rotterdam.

Other lots have been purchased in America, Canada and Argentina, sent *en route* to ports in Europe. That Rotterdam has received such a large proportion of the recent purchases is explained by its possession of modern facilities for discharging, storing and loading wheat and similar cargoes, thus enabling foreign buyers to obtain these commodities more advantageously than at several other European ports.

## WHY WHEAT IS IMPORTANT AS FEED INGREDIENT

Millers have said much of late in regard to the value of wheat flour in human diet, but wheat has a special advantage in the realm of balanced poultry feeds which should not be overlooked. No other grain will fill the place of wheat as a feed for the production of lean meat and eggs by fowls.

Wheat is rich in both protein and fat forming elements, but it is a better food for making blood, flesh, and feathers than for fattening purposes. Hence it is a better feed for egg-producing hens than for those intended for market.

The amount of gluten contained in wheat bran determines its value as an egg-producing food. If the bran has the appearance of being kiln-dried, it probably contains so little digestible matter as to be worthless as a food for hens. As dry bran, free from gluten, contains practically all crude fibre, it is valuable only as a bulky, regulative substance.

Middlings also are valued because of the gluten which makes them adhere to other meals contained in poultry mashes. Shorts also have this characteristic which makes them an admirable base for bran mixtures.

## NEBRASKA ELEVATOR SHOWS GAIN

It has been said quite often that the kind of management which an elevator has, may have a great deal to do with determining whether or not the house will become a losing proposition. The experiences of the Smithfield Equity Exchange, Smithfield, Neb., seem to bear this out. At least, the record of Russell J. Junkin, the present superintendent, indicates that he has the ability to bring about an improvement even when things look their worst.

The company which owns this elevator started out with a handicap. There were losses, and the second manager who came to run things seemed to find it impossible to pull the concern out of the "red." In fact, there was one year back there, when Mr. Junkin says they lost \$18,000. This, he adds, very nearly wrecked the concern and left it badly in debt.

On January 1, 1922, Mr. Junkin assumed the reins and remained the manager for 15 months. The period during which he was in charge showed a profit of \$3,000 on the books; but in April, 1923, other business caused him to sever his connection with the affairs of the elevator.

In 1924, however, Mr. Junkin went back. Some of the directors seemed to be of the opinion that efficiency in management was the crying need, and two of them stated to Mr. Junkin that they would like to have him take charge again; otherwise it might be well to discontinue before the indebtedness became too great. The elevator is now worth about \$11,000 and the debts have been cleared away. And this has been done despite some very close competition.

The Smithfield Equity Exchange has a storage

capacity of 35,000 bushels, and 14 bins have been constructed to segregate grades and types. Studded walls are provided. Both the receiving capacity and the shipping capacity are rated at 2,500 bushels per hour; and the house can manage the cleaning of 1,000 bushels per hour, a machine for that purpose having been provided.

Two enclosed motors, 10 horsepower, afford the motive power; and two scales take care of the weighing facilities. One of them is a wagon scale and the other a truck dump.

The principal grains handled are corn, wheat, oats, barley; and in addition there is a lively trade in such sidelines as coal, feeds, and seeds. The feeds have proved most profitable of the sidelines. About 200,000 bushels of grain are handled in each year's normal business.

The house measures 30 feet by 40 feet, and the height is 40 feet to the floor of the cupola. Direct connection with the Chicago, Burlington & Quincy gives easy access to markets. The illustration which appears below was made from a photograph supplied by Mr. Junkin, who wrote, "This is the only good picture I could get. In it, the elevator in the foreground has been dismantled and nothing remains. We owned the round tile elevator also shown, but in January, 1928, it was destroyed by fire. We then bought the middle elevator in the picture, and now have only one elevator here.



ELEVATOR OF THE SMITHFIELD (NEB.) EQUITY EXCHANGE

This makes a very good business for one house, but really not enough for two."

The officers of the Smithfield Equity Exchange are: H. W. Brand, president; H. F. Scheel, vice-president; and L. W. Carsten, secretary-treasurer.

## THE GRAIN WORLD

EXPORTS of wheat including flour from the United States from July 1 through January 19 have amounted to 106,487,000 bushels against 161,736,000 bushels during the same period last year.

THE total 1928 production of the three feed grains, barley, oats and corn, in the European countries so far reported, stands at 56,939,000 short tons again 56,168,000 short tons in 1927, an increase of 1.4 per cent.

CANADIAN barley exports during December amounted to 6,151,000 bushels, making a total of 27,787,000 bushels for the six-month period July-December, compared with 16,145,000 bushels during July-December, 1927.

THE 1928 production of barley in 41 countries so far reported, which in 1927 raised 82.5 per cent of the world total exclusive of Russia and China, now amounts to 1,468,624,000 bushels, an increase of 18.2 per cent over the 1,242,996,000 bushels raised in 1927.

NET exports of corn from the United States, the Danubian countries, Argentina, and the Union of South Africa as far as reported since November 1 totaled 62,011,000 bushels, which was 14 per cent below the shipments during the same periods of the preceding year.

THE 1928 production of oats in 34 countries so far reported, which in 1927 raised more than 93 per cent of the world crop exclusive of Russia and

China, now totals 3,750,891,000 bushels, an increase of 11.7 per cent over the 3,359,372,000 bushels produced in 1927.

TOTAL exports of oats from the United States, Canada, Argentina, and the Danubian countries as far as reported from July 1 to the latest dates available amount to 26,468,000 bushels, 25.5 per cent above the 21,092,000 bushels shipped out during the same periods in the preceding year.

THE demand for grain in Soviet Russia is growing more rapidly than agricultural production. In addition to the annual growth of the population (which is estimated at over 3,000,000) automatically increasing grain consumption, the demand this year has also increased on account of the failure of crops in some regions.

THE condition of winter grain in Egypt has deteriorated slightly during December, and is slightly below the condition at the same time last year, but on January 1 was 102 per cent when 100 per cent promises a yield equal to the average yield during the past 10 years, according to the International Institute of Agriculture.

ALTHOUGH imports into Europe since July 1 have thus far been slightly less than last year, net shipments of the principal exporting countries totaled 546,000,000 from July 1 through January 12, 1928-29, as compared with 454,656,000 bushels last year, indicating much larger shipments to non-

European countries, and a total increase over last year of 90,000,000 bushels.

PLANS to increase the spring area of wheat, barley, and oats in North Caucasus, U. S. S. R., for 1929 are reported by *Economic Life*. An increase in the wheat acreage is considered particularly urgent. The area under grains in the spring of 1928 in that region was 14.5 per cent below the 1927 area, but it is planned to increase that area over 1927 by about 11 per cent this year.

STATISTICS of supply and distribution of the Argentine wheat crop of 1927-28 indicate it to have been considerably under estimated. The crop and carryover together were estimated officially at 257,000,000 bushels. Allowing for consumption of 77,000,000 bushels as officially estimated, the exportable surplus would be 180,000,000 bushels. Though the exportable surplus as estimated from the crop and carryover was only 180,000,000 bushels, 199,000,000 bushels appear to have actually been exported in the calendar year 1928. This leaves a deficit of 19,000,000 bushels and indicates that the crop of last year was under estimated by that amount plus the amount of the carryover from the 1927-28 crop.

THE area sown to Winter wheat for the 1929 harvest in Czechoslovakia is estimated at 1,481,000 acres, an increase of 2 per cent over the 1,450,000 acres sown for the 1928 harvest, and the largest within present boundaries. The area sown in Bulgaria is estimated at 2,619,000 acres, or a decrease of 5 per cent from 1928. Agricultural Commissioner Steere at Berlin reports that the area sown to Winter wheat in Prussia was increased 0.6 per cent over the area sown for the 1928 harvest. The reports on the conditions of winter cereals in Europe continue favorable.



## NEWS LETTERS

## MILWAUKEE

C. O. SKINROOD CORRESPONDENT

MILWAUKEE grain dealers declare that the slump in trade for the past month pertains to most of the Northwest markets which were in the snow bound district of the United States. Leading handlers of grain here assert however, that the grain receipts have been merely delayed, that large supplies of grain are still left back in the country and that this grain is bound to appear within the next few weeks, providing the roads are navigable for the farmers and grain prices are high enough to tease the grain out of the hands of the present owners.

Plans for the new board are being pushed with all possible speed. Secretary Harry A. Plumb says it is too early to state as yet just what day the new exchange will be opened. There is still a tremendous demand for memberships in the Chamber of Commerce, by far the greatest in recent years. The recent sales of memberships have been around \$900 to \$935 and nobody seems to be anxious to sell at the present prices.

Among the recent elections to the Chamber of Commerce are Joseph Free, M. L. Annenberg, John F. Stratton, Frank A. Lenicheck, John Black and Walter Dunlop.

Another important part of the stock exchange department is that of the establishment of the new rules for this purpose. These rules have been drafted in full and are expected to be ready soon for submission for a referendum of the rank and file of the membership. One of the important points in the rules is that of hours of trading and the form of trading. The rules as now drafted call for the stock exchange to operate from 9 to 2 p. m. Central Standard Time. This will correspond to the actual hours of trading on the New York Stock Exchange. The Saturday hours would be from 9 to 11 a. m., which again is the New York schedule. As contemplated now it is expected the trading in stocks and bonds will be continuous for the entire period of time allotted daily. There was some discussion of having a call period on securities, thus confining trade in stocks and bonds to a few minutes each day. If the present plan is carried out, there will be no call period.

More than 10 companies have applied tentatively for listing their securities on the new Milwaukee stock exchange. These concerns are primarily those located in the state and in upper Michigan in the mining district, all of which are expected to have a special interest for stock traders in the Northwest who reside in the territory now served by the Milwaukee grain trade. It is not expected that the new board will be opened with less than 25 or 50 companies listed, as this minimum is believed to be necessary to start trading off in considerable volume. However, no trouble is being anticipated in getting listings once the committee is fully ready.

Secretary Harry A. Plumb of the Milwaukee Chamber has been away from his office for several days because of a fall from an automobile. He is now back on the job and busier than ever.

A number of building plans have come to the special New Building Committee of the Chamber of Commerce, which is headed by J. M. Riebs, Jr. With the present lease of the Chamber on its old quarters expiring in two years, the matter of a new building has become imperative. The new stock exchange has also given the building movement a general boost. One of the important steps taken in the building program is that of levying a small tax on grain trades to raise some money toward the fund for a new building. It is expected that the new building will provide special facilities and conveniences for the stock exchange. The experience of stock exchanges in all parts of the country is being drawn upon to get ideas for the

new exchange. The committee in charge is going slowly and building surely, according to W. A. Hottensen, with the idea that this stock exchange will ultimately become one of the great financial institutions of Milwaukee.

The bad weather in January and the reluctance of farmers to sell grain have given the grain trade at Milwaukee a good wallop for the last month. There appear to have been declines in receipts in almost all departments. Corn trade is the one bright spot in the entire report, the volume of corn coming out being sufficient actually to show a gain for the month of January, although the gain proved to be small. The supply of corn last month was approximately 1,820,000 bushels.

Wheat trade at Milwaukee is very slack, as has been the case for several months recently, total receipts at this market for the last month being only 50,000 bushels as compared with a supply of 113,000 bushels for the same month a year ago. Wheat trade has thus been cut in half, making the volume of small proportions.

Oats trade at Milwaukee is also showing up poorly, with only 348,000 bushels of receipts reported for the last month. Among the leading grains at the local market, barley made about the poorest showing with only 601,000 bushels received here during January. Rye trade at Milwaukee has also slumped badly.

Milwaukee in past years has been a very popular center for the wintering of grain boats used during the summer navigation season. However, this season, this class of business for the city has fallen off distinctly with only two steamers left here for winter repairs. The steamer *Adam E. Cornelius* recently left for Chicago to have repairs made. Marine men declare that the passing of the ship yards, which were sold recently, has made Milwaukee an unattractive place to winter boats as it is now necessary to go to Chicago to make repairs.

The rate of interest on advances at the Milwaukee Chamber has again been fixed at 6 per cent, the same as the rate for many months in the past.

Milwaukee has considerable stores of grain left, largely accumulated from the large flow of grain which took place in December and some of the late fall months. The total of grain held early in February was close to the 4,500,000 bushel mark. Corn is still the big leader following the recent immense receipts with no less than 2,203,000 bushels in storage. Next in importance are the holdings of oats aggregating 786,000 bushels. Barley supplies are only moderate with approximately 554,000 bushels. wheat holdings are more than expected in view of recent thin receipts with 397,000 bushels. Rye is even a greater surprise with negligible receipts for months and still some 451,000 bushels on hand in February. These stores will be rapidly depleted when navigation opens up within a few weeks.

Nearly a dozen leading grain men of Milwaukee attended the recent Iowa Grain Dealers Association meeting held at Fort Dodge, Iowa. More than 60 per cent of the grain received at Milwaukee comes from the Iowa district, so that this session afforded a good chance for Milwaukee grain leaders to meet their clients.

The Harbor Commission engineers of Milwaukee have been commissioned by the common council of Milwaukee to make a special study of the railway facilities of Milwaukee and see if more railroads cannot be induced to enter the city. In some quarters of the city government, the opinion is held that Milwaukee has enough railroads now and that no more roads can ever be induced to build in here.

The boyhood associations of William E. Schroeder with the men who later became kings of finance in cotton, grain and other commodities were recalled here with the death of "Billy" Schroeder, who died at the age of 60 after having been a member of the Milwaukee Chamber of Commerce for upward of 60 years. Billy Schroeder had served his apprenticeship with "Old Hutch", i. e., B. F. Hutchinson, who was a big market factor for many years in the Chicago market. Later he got in touch with James A. Patten, who died last year

at Evanston at the age of 76 years. Still later he associated with Arthur W. Cutten, multi-millionaire. For a time "Billy" had his own place in Chicago but finally became Milwaukee manager for Bickley, Mandeville & Wimple, Inc., the position he held at the time of his death. Shortly after Christmas "Billy's" health began to fail. He returned to his office awhile, but soon his illness became acute and death soon followed. Just a few months ago "Billy" made a two months' trip to Alaska and the Pacific Coast. He was survived by his wife, Emma, whom he married 19 years ago, by his parents and two brothers and four sisters, all of whom reside in Chicago. "Billy" was a thirty-second degree Mason, a member of the Knights of Pythias and past president of the Wisconsin Kennel Club. The Masons officiated at his funeral.

## INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

RECEIPTS of corn during the month of January showed a very substantial increase over last year. This might be due to the large amount of corn sold for future delivery during the early part of the season, now arriving on contract. However, there is a good demand for corn, and arrivals are meeting ready sale with White corn of good milling quality selling at a half to one cent premium. The quality of corn is considered good with practically no damage. Receipts continue to arrive in fair volume, and it is said that a large amount of corn is still in possession of the farmers, which is especially true of central Illinois and some parts of Indiana. Adverse weather has prevented movement in the northern part of the state, and a large portion of arrivals have come from central Illinois points to the Indianapolis market.

Oats are in good demand, with very light receipts and grading three. The inquiry for oats is very good and prices are firm.

Wheat of good milling quality will sell, but there is no urgent demand at this time. The market is very sluggish and even good grades are hard to dispose of. Poor quality is not wanted at any price. There are no reports of any crop damage caused by the extreme cold weather during the past month. There has been some talk of damage in the southwestern part of the state, caused by excess rainfall, causing streams to leave their banks.

The demand for ear corn is excellent but prices are prohibitive. Merchants are offering \$1.03 to \$1.05 for good sound ear corn, mixed or yellow with very few acceptances. The demand is from interior points of the state, and Kentucky along the Ohio river. There is some demand from southern markets but prices are entirely too high, and substitutes are being used in place of corn.

At the meeting of the crop improvement conference to be held in St. Louis, Feb. 20, J. L. Davis, of Seymour, Ind., will represent the Indiana Grain Dealers Association, when committees from Virginia, Missouri, Tennessee and Illinois will hold several meetings to discuss crop improvement. Dr. Cutler, of Purdue University, has been invited to attend the conference with Mr. Davis, but up to this time the invitation has not been accepted.

Elevator "B" operated by the Cleveland Grain Company at Beech Grove, is running night and day drying corn. Other elevators are running at high speed and driers are working overtime. E. Sheppard just returned from a flying trip to Cincinnati where he spent the day.

Feed prices are steady, with a good demand for corn feeds and only fair on mill feeds. Corn feeds are higher to steady, with a large volume sold ahead, and now arriving. It is reported that bookings were unusually heavy this season, and shipping instructions are easily obtained, in fact with



little trouble, with the present prices about \$5 a ton higher. New business is moderate, but brokers report good business in sight at much higher prices, indicated by present inquiries. Mill offerings are limited but enough to supply the demand at present.

Hay is in good demand especially from southern points; No. 1 Timothy especially is wanted, and receipts are increasing with prices working lower. Mixed hay is very much lower and has little demand.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

MUCH bad weather and a considerable amount of snow since the first of the year have resulted in heavier feeding and much better demand for hay, millfeed, and various special feedings; according to the local trade. Special feeds have been in very fair demand, and movement of corn and oats while not rushing, has materially reduced stocks in Louisville. General conditions are good and the outlook is promising.

Corn is coming on to the market in fair shape, running a moisture content of from 18 to 20 per cent, which results in corn dryers continuing to be fairly busy. Corn this winter has been fairly dry as a whole and of good quality, there being no heating or other trouble reported.

Frank C. Dickson, general manager of the Kentucky Public Elevator Company, who has been with that concern for more than 40 years, suffered a light stroke of paralysis at the company office on Friday morning, February 8. Mr. Dickson was in the office and chatting with the organization, when he complained that his right leg was numb, and that it was extending. A physician was called in and he was taken to St. Joseph's Infirmary, where it was later reported that it was a very light stroke, and that he was getting along nicely. Mr. Dickson lives at Tip Top, Ky., about 30 miles from the city, and comes in and goes out each day by train.

The Ballard & Ballard Company suffered some damage, fully insured, in a cyclone on January 18, which lifted most of the roof from the office building on Broadway. It crashed into the street, tearing down power and other lines, while a portion of it wrecked some 15 cars in a used car yard of an auto dealer on the opposite side of the street. One of the officials of the company was standing near a front window watching the storm, and had turned his back, just as the roof went into the street. He turned and saw the roof, and made some remark to the effect, "There is somebody's roof." Just then a boy from upstairs rushed in with the news that it was the company's own roof. Water damage was done in the premium department.

The Kentucky Public Elevator Company reports that business has been only fair in "in" and "out" movements, and supplies of grain on storage are much reduced. At the present time the company has on storage for customers 76,000 bushels of corn; 82,000 of wheat; 2,000 of rye; and 18,000 of oats, or 178,000 bushels in all, which is a small storage stock for this big plant.

Henry Freuchtenicht, Louisville jobber, was recently called to Nashville, Tenn., where a daughter was reported as dangerously ill.

Oscar Fenley, president of the Kentucky Public Elevator Company, Louisville, was re-elected president of the Louisville Industrial Foundation, at the annual meeting a few days ago. Incidentally, the old National Bank of Kentucky, known as the Oscar Fenley bank, of which he was president, and later chairman of the board, prior to retiring from active banking connection, has recently closed a merger deal, taking over the Louisville Trust Company and Louisville National Bank, resulting in a combination with assets of more than \$86,000,000, and representing the largest financial institution in the South. Mr. Fenley in his many years of banking builded well.

Newton Bright, Kentucky commissioner of agriculture, was recently in Washington where he has been making a fight for an increase to five cents a pound on the importation tariff on orchard grass seed. Seedsmen are opposed to the increase, contending that it would merely aid a handful of central Kentucky growers, who are endeavoring to secure high prices for inferior seed. It is contended that if the Kentucky growers would clean up their fields, and remove onion, garlic, dock, etc.,

and produce good, clean seed, they would get a price. However, the seed jobbers prefer handling the virtually pure imported seed, which doesn't have to be re-cleaned and worried with.

Oscar Farmer & Sons, operating on North Fourth Street, near the Ohio River, suffered considerable water damage to hay, grain, feed, etc., when fire breaking out in an adjoining building, virtually gutted that building, and endangered a block in a three-alarm fire.

Albert Walter Haller, 43 years of age, operating a specialty feed establishment, along with a large pet shop at 135 West Market Street, died on February 3, at his home in Louisville. Mr. Haller started in a small way and developed a large poultry, bird, and pigeon business, and sold large quantities of special feeds. He was an authority on fine poultry, and judged in many rings.

The Louisville Board of Trade in announcing its various committee chairmen to serve during 1929, again named Lee Callahan, of Callahan & Sons, as chairman of the Grain and Milling Committee, and Henry Freuchtenicht in charge of the Hay Committee.

Louisville seed jobbers report a very excellent early business this year. Kentucky tobacco has sold for the best prices in 10 years, and the state is quite prosperous at the present time. Money has been rolling into the banks, and to the merchants. Collections are now good, and sales of all lines better.

The wheat crop is reported to be doing very well over the winter, having had very fair snow protection, with no below zero weather so far, and not much prospect of it after February 15.

Much progress is reported throughout the state in the matter of dairy development. A second cheese plant is opening this month, and a third will open next month. A big condensing plant was recently started at Maysville. The milk condensing plants in Western Kentucky are buying a lot of stuff. The number of pure blood cattle, and the number of cattle generally are increasing rapidly according to reports of the University of Kentucky, agricultural department. It is claimed that Kentucky is now headed toward becoming one of the big dairy states.

## ST. LOUIS

FAIRMOUNT CORRESPONDENT

THE St. Louis Grain Club held a social meeting at the Elks Club on Lindell Boulevard, at Grand Avenue, on February 6, where they enjoyed a dinner and engaged in a bridge party, bowling and billiards. They were also entertained by Jack Ryan, well known raconteur. All enjoyed a very pleasant evening. The Grain Club holds periodical meetings at various clubs and hotels.

James Larimore, Larimore, S. D., one of the largest land owners in that section, was a visitor here recently. Mr. Larimore is a former resident of St. Louis and his family are very prominent in this market. He is first cousin of Samuel S. Carlisle, who is manager of the Continental Export Company of this city.

The following transfers of memberships are noted: H. J. Harstman, of Bartlett Frazier & Co., on transfer from V. C. Elmore, of Ashland, Ill.; E. L. Rickel, of E. L. Rickel Grain Company, from W. L. Burton; W. Mills, of Washburn Crosby Company, from F. G. Atkinson.

B. W. Slack, familiarly known as "Buck" Slack, of Ogden, Utah, was a visitor here on January 15. Mr. Slack is a former St. Louisian and a former member of the St. Louis Merchants Exchange.

Walter G. Crispin, for many years a salesman with the Fuller Wooldridge Grain Company, resigned his position to accept a position in the Department of Agriculture of the United States, being located at Kansas City, Mo., as specialist in hay and seed marketing. Mr. Crispin received a gold watch from the members on his departure, he being very well liked on the exchange floor.

George H. Plant departed from this life on January 19, at 6:00 p. m. Mr. Plant was a former president of the St. Louis Merchants Exchange during the 1907 term. Mr. Plant was 81 years old and was formerly president of the George P. Plant Milling Company and nationally known in that industry. He was buried from the Pilgrim Congrega-

tional Church in St. Louis. Mr. Plant, who retired from active business nearly 10 years ago, died from the effects of a paralytic stroke. He had been in failing health for about a year. He was one of three members of the Plant family. His uncle, George P. Plant, himself and his son Samuel Plant all served as president of the St. Louis Merchants Exchange, being the only family in St. Louis to hold that distinction. The members of the exchange observed a minute of silence during the trading hours at 11:30 as a tribute to his memory. The rostrum of the exchange will be draped in black for 30 days out of respect of Mr. Plant. Mr. Plant also served as president of the Millers National Federation at one time. The George Plant Milling Company was purchased a year or so ago by a syndicate of Texas and Oklahoma millers. Surviving him are his son, Samuel, one daughter, Mrs. Alby Horton of Webster Groves, and two sisters, Mrs. George F. Meyer and Mrs. Carrie Aderton. George P. Plant was president of the Merchants Exchange in 1869, George H. Plant in 1907 and Samuel Plant in 1924.

William F. Ryan died on January 23 and was buried on January 26 at 2:30 p. m. Mr. Ryan for many years was prominent in the bran and feed-stuff trade, later as a trader in the pits. He was well known as "Uncle Billy" and his death is to be regretted.

John H. Caldwell, president of the St. Louis Merchants Exchange and vice-president of the Ralston Purina Company, was a visitor at Washington, where he appeared before the Tariff Committee on the proposed increase in tariff on blackstrap molasses. He return home on January 25 and then departed for Kansas City and the West.

## NEW YORK

C. K. TRAFTON CORRESPONDENT

TRADING in tickets of membership on the New York Produce Exchange has been very slow and while prices are lower than they were a month ago, the tendency latterly has been somewhat firmer, doubtless owing to the larger dealings in the securities market and the indications of a broader interest. Speculative holders of exchange memberships may have been prompted to sell because of the new market did not spurt ahead in sensational fashion, but more conservative members are inclined to regard the progress as normal and healthy. Regular membership tickets are now quoted nominally at about \$19,000, while associate tickets, which could have been bought a short time ago at \$8,000, have since sold from \$10,000 up to \$12,000.

Harry B. Godfrey, a member of the firm of Bartlett, Frazier & Co., prominent commission merchants on the Chicago Board of Trade, visited the New York Produce Exchange last month for the purpose of making the acquaintance of members of the local grain trade.

M. K. Crossnay, of the Bunge North American Grain Corporation, was elected to membership in the New York Produce Exchange at the early February meeting of the Board of Managers.

J. A. White, a partner in the well known commission firm of Lamson Bros. & Co., on the Chicago Board of Trade, was among the February visitors on the New York Produce Exchange.

Jack Haussmann, grain exporter, is an applicant for admission to membership in the New York Produce Exchange.

Joseph F. Lamy of Paddleford & Lamy, commission merchants in grain, stocks, bonds and cotton on the Chicago Board of Trade, spent a short time on the New York Produce Exchange late last month.

Andreas Georgis of A. Georgis & P. Nicoletopoulos, exporters, has been elected to membership in the New York Produce Exchange.

Barnett Faroll, of Faroll Bros., grain commission merchants on the Chicago Board of Trade, spent a few hours last month with grain traders on the New York Produce Exchange.

In expectation of participating in the securities market on the New York Produce Exchange, the following representatives of stock, bonds, and banking houses were elected to membership early this month: Roland L. DeHaan of Masch & Co.; Frederick W. Bellamy of Dominick & Dominick; Leonard J. Marquis of F. L. Salomon & Co.; Frank B.



Montford of Montford, Malone & Co.; John J. Qualter of de Saint Phalle & Co.; Isaac W. C. Salloway of Salloway, Mills & Co., Ltd.; John Biro, and Eugene Klein.

The members of the New York Produce Exchange Bowling League acted as hosts recently to two teams of three men each representing the Traffic Club. Each team bowled five games.

Julius L. Brode, of the F. W. Brode Corporation, cottonseed products, has been elected to membership in the New York Produce Exchange.

D. L. Revitte, who was introduced to members of the New York Produce Exchange late in January, has assumed the management of the local office of Hulburd, Warren & Chandler, and has taken steps to expand the private wire system of the Board of Trade commission house. In connection with their grain and stock business they expect to take an active part in the securities market on the New York Produce Exchange, where orders will be handled by Straus & Barry by direct wire to Chicago.

As an illustration of the growing interest in the securities market on the New York Produce Exchange, applications for membership have been filed by the following representatives of security commission and brokerage houses: Lawrence B. Askin of L. B. Askin & Co., Inc.; Wm. L. Culbert, Jr., of King, Gebhardt & Garrity; Benjamin H. Van Keegan of Frank C. Masterson & Co., and Wm. H. Hassinger.

C. S. Sparkman, wire chief for the commission firm of James E. Bennett & Co., was among the late January visitors on the New York Produce Exchange.

Joseph R. D. Freed of the Freed-Eisemann Radio Corporation, was admitted to membership in the New York Produce Exchange at the last meeting of the Board of Managers.

## TOLEDO

S. M. BENDER CORRESPONDENT

GRAIN inspections in this market for the month of January were 432 cars of wheat, 158 cars of corn, 203 cars of oats, 12 cars of rye and 16 cars of barley. Total number of cars inspected, 821.

The Kasco Mills Inc., of this city has been reorganized and reincorporated with control of the new company in the hands of Southworth & Co.

J. P. Lackey, wheat buyer for the National Milling Company, attended the Indiana Grain Dealers annual convention held in Indianapolis during the past month.

Louis Mennel, president of the Mennel Milling Company, recently returned from San Diego, Calif., where he spent the holidays with his family who are wintering there.

Fred Mayer, of J. F. Zahm & Co., is spending a few weeks in Florida with his wife and expects to try out several of the golf courses while there. David Anderson, retired miller, and wife are also trying the Florida cure for the northern blues and will probably remain there until the chill winds have gone.

Lon Fetterman, manager of the Delta (Ohio) Farmers Grain and Supply Company, died in his home there on January 30 at the age of 60 years. He is survived by a daughter and grandson. He was well known throughout this section and his sudden death came as a severe shock to the trade. William F. Reutz was taken suddenly with influenza during the past month and died within a few hours. He had been manager and a stockholder in the Okolona Grain Company, Okolona, Ohio, for several years. He was well known among the Toledo grain trade and at the time of his death was secretary of the Northwestern Farmers Grain Dealers Association.

The Lodi Milling Company, Lodi, Ohio, has been sold to the Tyler Grain Company, Wooster, Ohio, which will use the plant and equipment for a grain elevator and feed storage.

William E. Savage, president of the Imperial Grain and Milling Company, has returned from a several weeks stay at Mt. Clemens, Mich., where he took the baths for his health. Edward Nettleton, secretary and treasurer, of the Imperial Grain and Milling Company, will sail with his wife on the

Cunard liner *California*, February 23, for a cruise to the West Indies and South America. They will be gone for about a month or six weeks.

John Badgley, of the Pioneer (Ohio) Milling Company, was in Toledo during the past week serving several days on the local Federal grand jury. He was on the exchange floor visiting with his friends here.

Jesse D. Hurlburt, of the Toledo Grain and Milling Company, who has been confined to his home on account of illness for several weeks, is able to be around again and was on the exchange floor during the past week.

Local grain dealers and millers are making ready to entertain the Farmers Grain Dealers Association of Ohio at its annual meeting which will be held in the Hotel Waldorf, Toledo, on Thursday and Friday, February 21-22. A fine program for the business sessions and banquet has been planned by Secretary Latchaw and Bert Boardman, chairman of the Toledo Produce Exchange entertainment committee.

Bert Osgood, feed dealer, of Morenci, Mich., is quite a regular visitor on the Toledo Produce Exchange floor and besides being an astute judge of the market is an excellent guitar player and storyteller. He was once an end man in the old minstrel show days and can still carry a mean bass tune when the boys are harmonizing.

The Soft wheat market has not changed much here during the past month, the premium ranging from 14 to 15 cents over the Chicago May basis, Toledo rate points. Local mills have found the low protein Hard wheat suitable for making flour this year and have not been so anxious to pay the premium for Soft wheat. Outside millers have been fair buyers during the past month and country offerings have been light. It is doubtful if any advance would bring out much wheat as the recent bulge in futures failed to produce very much. Flour trade has been slow and curtailed the demand for wheat in some sections.

Clover seed has not shown much activity the past 30 days as most dealers prefer to wait for the spring trade to open up. Offerings have been heavier of late with the result that prices have declined to some extent. Imports are likely to be large this year and have already given indication that they would be. Therefore the imported clover prices have ranged around \$5 under the domestic. To date there has not been any imported seed delivered in this market.

Demand for all grades and varieties of hay has been rather limited during the past month with the result that local dealers have had to hustle to dig up orders. Stocks are not large but they have not moved in any volume as compared with former years. Timothy was short crop as was Clover while Alfalfa came through fairly good. Roads have been poor for several weeks and may also have something to do with the light offerings. The southern trade has not as yet indicated that it will help materially though some inquiries were received shortly after the first of the year. It is possible that home feeding will materially reduce farm reserves this year.

Cyrus S. Coup, vice-president and general manager of the Northwestern Elevator and Mill Company, and his wife returned during the month from a visit with their daughter who resides in St. Louis. On their return trip they stopped off at French Lick Springs, Ind., for a few days.

A. W. Boardman, one of the old timers in the local grain trade and former secretary of the East Side Iron Elevator Company, passed the four score mark by celebrating his eighty-first birthday this winter. One of his sons, W. A. Boardman, ably stepped into his fathers place and has been secretary of the same company for several years.

Sam Rice, manager of the Metamora Elevator Company and interested in several other projects, now has a new interest in a fine baby boy presented to him during the past month. Two boys and a girl are already in his home and keep Sam busy buying shoes.

The firm of J. F. Zahm & Co., completed 50 years in the grain trade this year. Though Mr. Zahm has been dead more than 20 years, the firm has continued under the capable leadership of Fred Jaeger, Fred Mayer, Joe Streicher and William Cummings. They have enjoyed through these years an unspotted reputation for fair dealing.

The annual Toledo Produce Exchange bowling match was held in the Interurban alleys on February 7. The seniors bowled the juniors and with imported talent on both sides the final score was 2,698 for the "oldsters" and 2,618 for the "young-

sters". Seniors were: George Beeley, George Rudd, Clarence Willard, Bob Burge and Clarence Willard. Juniors: Ashton Stone, Bill Keilholtz, Joe Ruth, Ed Wittenberg and Phil Sayles.

Albert C. Hoffman, local manager of the Sheets Elevator, has made application for membership in the Toledo Produce Exchange.

Edgar Thierwechter, president of the Ohio Grain Dealers Association, has been spending several days in the New England states calling on the trade. When not attending to the affairs of the Ohio dealers or some other organization that calls upon his time he turns out flour and feeds in Thierwechter mill at Oak Harbor, Ohio.

K. D. Keilholtz, of Southworth & Co., and Edgar Thierwechter of the Emery Thierwechter Company, Oak Harbor, Ohio, and their wives are planning to leave sometime this month for a Mediterranean cruise and will be gone several weeks.

Joe Riley, of the Cargill Grain Company is a young looking grandpa but he has a grandson, Robert Joseph Shovar, who will be one year old February 27.

## DULUTH

S. J. SCHULTE - - - CORRESPONDENT

WITH light receipts, stocks of grain in Duluth and Superior elevators have been gaining slowly of late, the total of 27,998,000 bushels as on February 9, comparing with 26,816,000 bushels as on the same date in January. The only out movement of any moment during the last month was in milling Durum wheat going to interior millers. While some eastern inquiry in Durum wheat has developed lately, inquiry among the houses here failed to locate any actual sales. Operators here were, however, gratified to learn that a good tonnage of the Durum wheat afloat in the East had been sold for export. It was regarded as interesting to note that premiums on the top grades of Durum have been advanced during the last month with No. 1 Amber, for example, up five cents at 25 over May, and it is claimed that cars of choice grain have been picked up at better premiums still. Operators are looking forward to a good trade developing in Durum wheat after spring opens in view of stocks of it remaining in growers' and dealers' hands over the country being estimated at around 38,000,000 bushels. The amount held in elevators at the Head of the Lakes on February 9, aggregated 11,500,000 bushels. The spot situation in Spring wheat has turned easier recently as the mills have not been as active buyers as they were. The premium on No. 1 Dark Northern wheat now stands at 22 cents over the May price, or 1 cent less than a month ago. Holdings of Spring wheat in the elevators here have also gained slowly and amounted to 11,373,000 bushels on February 9. So far, the trade here have been generally inclined to hold conservatively as regards increasing their commitments and they are thought unlikely to reverse their position before the true condition of Winter wheat has had time to be unfolded. Some of the Duluth houses have been receiving bearish reports from correspondents over some of the heavy producing sections of Winter wheat ground, present conditions being regarded as favorable. The easier tendency in the Spring wheat market is attributed to the liberal holdings at the terminals, in the interior and in growers' hands awaiting disposition. It is to be noted, however, that millers have all along been competing for supplies of good protein Spring wheat but that the lower grades apart from grain of good weight and color that is wanted by the elevators for mixing purposes, has been dull and draggy.

Many Duluth grain men are taking advantage of the quiet trading period to enjoy their vacations at the southern and Pacific Coast winter resorts. Florida drew the bulk of the crowd this season. Wilbur Joyce, George A. Robson, H. F. Salyards, Frank Pierce, C. F. Haley Sr., and C. F. Haley Jr., are now down there. F. E. Lindahl is back after spending several weeks at St. Petersburg, Fla. He motored both ways and said that with the exception of around 300 miles, he was on paved roads all the time. A paved route is now available through Georgia, a trip that had in the past been a nightmare to motorists.

The new officers of the Duluth Board of Trade figure that they will have some trying periods before them before the farmers' relief problem is finally settled. The claim is made that the grain exchanges have of late been put under unduly



stringent regulations by the powers that be at Washington, a recent stiffening up in inspections being cited as one example. The nature of the future attitude by the marketing committee is regarded as important in view of the large holdings in the elevators to be turned over. Operators here are waiting anxiously for a definite announcement of President Hoover's proposals after March 4. Whether the new legislation can be whipped into shape to become effective on this season's crop is the point that is mainly perplexing them at present.

At the annual meeting of the Duluth Grain Merchants Association, T. F. McCarthy was re-elected president and Carlisle Hastings, vice-president. Directors elected were: T. F. McCarthy, Carlisle Hastings, F. W. Falk, W. W. Blecher and F. C. Tenney.

Another farmers' organization, the Farmers' Union Terminal Association of Superior, Wis., has obtained trading privileges on the Duluth Board of Trade. The membership of W. G. Webber has been taken over by J. L. Ward, representing that organization, which will handle grain shipped in by its members from the country on the same footing that two other growers' organizations with headquarters at Duluth are handling their business. Comparatively few changes in Board of Trade memberships are looked for until the future status of the business has been established in the new legislation scheduled to be introduced at the special session of Congress to be called shortly after the close of the present "lame duck" session. Operators on this market are, however, feeling quite sanguine on the score of the regular exchanges not being legislated out of existence under the coming new order of things. Officers of the Duluth Board are in the meantime preparing to get their armor on to fight any clauses presented in the new bill that may look discriminatory against them. A committee of grain men from Duluth can be depended upon to co-operate fully with other grain trade organizations in watching their interests at Washington after the new regulatory bill has been licked into shape for consideration.

After a period of activity up to the close of navigation, operations in the rye market here have stagnated somewhat. In explanation, it was pointed out by specialists that a large proportion of the 1,850,000 bushels of rye carried in the elevators here is ergotty and difficult to market. They contend that holders might have marketed a proportion of even their ergotty rye at times last fall, whenever it was in demand in export channels. The present market in that grain is off several points from the high spots recorded last fall, but confidence is being expressed here regarding the future of the rye market by operators who have been specializing in it.

A relatively good movement of corn to this market from Minneapolis was experienced here during the last month resulting in holdings being brought up to over 1,050,000 bushels. A further run of that grain to this market is looked for in due course as what is regarded as a favorable basis has been fixed to facilitate it.

R. M. White, of the White Grain Company, said that the present season has been the most active ever experienced by his house in the feeds trade due to the remarkable expansion of the dairying and poultry raising industry over this territory.

Walter Stanger, of the Itasca Elevator Company, is looking forward to another active period in the barley market during the Spring months in view of the fact that considerable holdings of that grain of the last crop are still in the country. He noted that eastern inquiry for rye was active for some time prior to the closing of navigation, and he presumes that it will flare up again as soon as new supplies can be made available. Approximately 1,150,000 bushels of rye are held in the elevators here and 278,500 bushels are afloat in the harbor.

While the flaxseed trade on this market has been dull since last fall, some of the specialists in it, including T. F. Rheinberger, representing Spencer Kellogg & Sons, H. S. Newell, G. P. Marbison and Van Dusen-Harrington Company, are looking forward to a more active period in that market during the coming spring and summer. The higher market in flax, as compared with a year ago is expected to induce farmers to place a larger acreage in flax this Spring and under favorable growing conditions, it is thought the production of seed should be raised to around its 1927 figure of 26,583,000 bushels, as against only 19,321,000 bushels last season. The market in flax here has given evidence of bracing up recently. Uncertainty over threatened tariff changes, including a proposed heavy advance in the flax duty, are drawbacks against operations in the seed market at present.

## BUFFALO

ELMER M. HILL CORRESPONDENT

PROPERTY on the Buffalo river adjoining the Pierce grain elevator has been purchased by the Co-operative Grange League Federation Exchange from the Craver Dickinson Seed Company, as a site for the erection of a new feed mill, it was announced by H. E. Babcock, general manager of the federation at the annual meeting of the organization held in Rochester. The organization recently purchased the Pierce grain elevator from the Pierce Elevator Corporation. Increased demands of the exchange, as well as the steadily improved financial condition of the organization, have made possible the acquisition of the elevator and the purchase of adjoining property for additional feed milling facilities. The elevator has a storage capacity of 750,000 bushels. Mr. Babcock reported that the exchange did a volume of business exceeding \$30,000,000 last year. Plans and specifications for the new feed mill will be prepared at once and it is expected construction work will get under way late in the spring and that the new unit will be completed late in the summer.

Henry S. Guthrie, grain commission merchant, who for many years has played a prominent part in the development of the grain trade in the Buffalo market, is dead. He was 73 years old. Death was the result of a shock from an operation. Mr. Guthrie was a graduate of the Sheffield Scientific School with a class of 1877. Ten years later he started in the grain brokerage business with his father and when the latter died in 1893, Mr. Guthrie conducted the business himself. Besides his widow he is survived by a brother. Funeral services were held in the Buffalo Consistory of which he was a member. Burial was in Forest Lawn.

Leigh G. Kirkland, of Randolph, was elected a member of the board of directors of the Co-operative Grange League Federation Exchange at the annual meeting of the organization held in Rochester early this month. He succeeds M. C. Burritt of Hilton. Mr. Kirkland is chairman of the agriculture committee of the New York State Senate and was nominated for the directorship by the Farm Bureau Federation. Henry Burden of Cazenovia and George A. Kirkland of Dewittville also were elected directors for three-year terms.

Leroy S. Churchill, founder and head of the Churchill Grain & Seed Company of Buffalo, and vice-president of the Syracuse (N. Y.) Milling Company of Syracuse, is dead. He was 72 years old. Born in Rushville, Ind., and later a resident of Toledo, Ohio, Mr. Churchill came to Buffalo 23 years ago and immediately earned for himself a place of prominence in the grain and milling trades of the city. The body was sent to Indianapolis for burial. He is survived by his widow and a brother, Daniel Churchill, who lives in California.

More than one-half of the 84 steamers holding winter storage cargoes of grain at the Buffalo harbor this season have been unloaded. When the steamer *Colonel James Pickands* was moved in from its berth at the outer breakwall to the Canadian Pool elevator early this month, it was the forty-second boat to be unloaded. The winter storage fleet has been discharging its cargoes of grain at a rapid rate during the past month and it is expected that all of the boats will be rid of their cargoes before the middle of March.

Despite several accidents which delayed the movement of grain from periods of one to two days or a week, the amount of grain received at Port Colborne, Ont., during the past year was not far below the figures of 1927 when 99,026,693 bushels were received. The official report for 1928 indicates the receipts were 95,661,355 bushels and shipments were 93,935,863 bushels. The fact that more grain was sent forward than was received is attributed to the fact that there was a large amount of grain stored in the elevators and on boats during the winter of 1927 which did not begin to flow out until early in the navigation season. These figures cover only transfer grain, cargoes received and re-shipped to Toronto and Montreal and do not cover grain aggregating several million bushels ground into flour at the Maple Leaf mill and handled by the Maple Leaf elevator.

Preparations are being made at Port Colborne, Ont., for handling a record-breaking grain trade this season. In addition to feeding the grain elevators at Montreal, a new terminal elevator at Toronto will be supplied through Port Colborne. Congestion at Montreal last season is cited as one reason for the jam at Port Colborne. The new Toronto, Ont., elevator now can give relief to Port

Colborne. There is a movement under way for the construction of additional grain storage capacity at Port Colborne so as to check the shipment of Canadian grain to Buffalo for re-shipment to Montreal via the Welland ship canal.

Frank F. Henry, vice-president of the Washburn Crosby Company, was elected a director of the Buffalo Chamber of Commerce at the annual meeting of the organization. He will represent the grain and milling interests of the city on the board. He will serve a three-year term.

A. J. Porter, president of the Shredded Wheat Company of Niagara Falls, was elected president of the Niagara Frontier Planning Association at the annual meeting of the organization.

Thomas H. Hanrahan, president of the Buffalo Chamber of Commerce, has left for a five weeks' vacation in the West Indies. He also is chairman of the Buffalo Harbor Improvement Committee.

Hay quotations in the Buffalo market February 11, were as follows: Bulk No. 1 Timothy, \$16@17; bulk No. 2, \$12.50@15.

Feed quotations (local market) in Buffalo February 11, were as follows per ton in car lots: Soft wheat bran, \$36.15; Hard wheat bran, \$36.15; standard mids, \$36.65; flour mids, \$38.40; Red Dog flour, \$41.90; white hominy, \$40.90; yellow hominy, \$40.90; cottonseed meal, 36 per cent, \$47.90; same, 41 per cent, \$51.90; same, 43 per cent, \$54.90; old process oil meal, \$61.40. Less than car lots are approximately \$2 per ton higher.

## OMAHA

R. O. HOLMQUIST CORRESPONDENT

THE Silver Anniversary of the founding of the Omaha Grain Exchange was celebrated February 1, at an informal dinner at the Omaha Athletic Club attended by nearly 200 members and guests. Among those present were five of the original members of the exchange, N. B. Updike, A. H. Bewsher, E. C. Twamley, J. W. Holmquist, and C. Vincent, all of whom are still active in the grain business here. A sixth member who is still on the active list is E. P. Peck, who was prevented by illness from attending the dinner. Another charter member, E. E. Huntley, who retired from business only a few years ago, was also present. Among the guests were representatives of the banks, railroads, Chamber of Commerce, the stock-yards and other lines of business. Entertainment was furnished by the College Club Orchestra, the Grain Exchange quartette, and there were short speeches made by a number of the honor guests and charter members. E. W. Taylor, president of the Grain Exchange, was chairman for the evening, and J. A. Linderholm, president of the Grain Club, acted as toastmaster. Favors were paper-weights in the appropriate color scheme of silver and blue, and loaded with choice Nebraska Hard Winter Wheat. Silver book matches in honor of the occasion were distributed by J. Porter Allan.

Completion of the new Illinois Central elevator to be operated by the Crowell Elevator Company was delayed by the extremely cold weather during all of January. It is expected that the new house will be ready for operation some time next month.

A. L. Pomeroy, for 24 years a faithful and efficient employe of the Nebraska-Iowa Grain Company, died February 8, following an operation for stomach ulcers. Funeral services were held at Mr. Pomeroy's home at 3865 Seward Street on February 11. Mr. Pomeroy, although only 48 years old at the time of his death, was one of the oldest employes in the exchange in point of service, having started with the Nebraska-Iowa Company when its offices were in the old Board of Trade building on the corner of Sixteenth and Farnam Streets.

Death also claimed on Saturday, February 2, Mrs. J. B. Adams, wife of J. B. Adams of the grain company of the same name. Mrs. Adams had been ill for several months and was recovering nicely when a fall, causing a broken arm and a severe shock to an already overstrained heart due to her long illness, brought about her death. Besides her husband, Mrs. Adams leaves four sons and one daughter. The funeral was held February 4, in the chapel of the First Congregational Church.

While there has undoubtedly been some damage done to Winter wheat in this territory by this winter's extremely severe weather, farmers state that they do not believe the loss due to winter-killing will be any larger than normal. However, most of



them say that it will not be possible to tell definitely until the growing season is well under way. The critical season, so far as winter wheat is concerned is late February and March, and good rains early in the spring can compensate for a considerable loss during the winter months. One favorable condition this winter is that the ground has been frozen deep at all times and there has been no destructive alternate freezing and thawing, such as we get sometimes in milder winters. In most sections of this state, moisture supplies have been ample all through the winter.

J. L. Welsh of the Butler-Welsh Grain Company left the last week in January for a vacation trip to the Gulf Coast.

Warren Powell of J. F. Twamley Son & Co., returned this week from California where he has spent several pleasant weeks while Nebraska was in the grip of sub-zero weather.

Demand for milling wheat has been slow for several weeks and premiums on high protein wheat have been the lowest for the year. Mills state that at this time there is no indication of immediate relief from this situation.

Receipts of corn and oats have been comparatively light and although demand has not been extremely brisk, it has been sufficient to take care of receipts at all times. It is expected that oats will soon be in good demand, for both seed and feed, as farm stocks are not heavy anywhere, and they are already showing signs of selling closer to the futures.

## KANSAS CITY

MERRYL SCHWIND — CORRESPONDENT

THE grain standards advisory committee, which was established at the suggestion of H. J. Besley, chief of the Federal grain standards division, early in December, is composed of representatives of 19 farm and grain organizations, is working on a plan to simplify the grain supervisory system. A resolution is being drafted which will be submitted to the organizations represented on the committee, and if they endorse it, it will be sent to the Secretary of Agriculture. A member of the committee who returned from Washington last week had a conference with Mr. Jardine, and he was encouraged in the belief that the secretary would endorse such a proposal as is now being considered.

The proposed plan, it is understood, would recommend the establishment of boards of appeal at the leading terminal markets and their findings in the matter of appeals on grain grading would be final. The grain industry and the growers are well pleased with the progress made through the co-operative efforts in these conferences. Committees similar to the Kansas City committee are expected to be formed on other sections of the country.

The proposed resolution would in no way change the grain standards act relative to grades and specifications on grain, it is pointed out, but merely sets out what is considered a more practical manner of settling disputes that arise from time to time.

The Kansas Flour Mills has contracted for the construction of an addition to the elevator in connection with their North Kansas City mill, which will increase the grain storage capacity by 1,500,000 bushels, giving it a total capacity of 2,500,000 bushels. The new addition, which is to be ready by June 15, will cost between \$400,000 and \$450,000.

According to present plans the new stock trading department of the Kansas City Board of Trade will be in operation within the next 30 to 60 days. Walter R. Scott, secretary of the local board, has been appointed manager of the new department, and will make a survey of all the leading stock and grain exchanges in the East and North during the next month, before returning to Kansas City. On his return, regulations governing listing and methods of trading will be adopted by the committee and the board of directors. It has not been decided whether the new department will occupy a section of the present grain trading floor or whether another room will be set aside for this purpose. The local banking interests are in favor of the plan, while some of the "over the counter" dealers are opposing it. James N. Russell, president of the Russell Grain Company, and a former president of the Kansas City Board of Trade, is chairman of the stock trading committee.

The Southwest Foreign and Domestic Trade Conference will meet for the first time on February 18 to 20. The purpose of the conference is to show

ways in which new territory can be opened for export trade. Grain and milling interests who do an export business will be represented at the conference. J. J. Kraettli, president of the Kansas City Board of Trade, and C. W. Lonsdale, of Simonds-Shields-Lonsdale, are members of the executive committee.

There are several new memberships on the Kansas City Board of Trade, which have been announced during the past month. M. J. Lawless of the Lawless Grain Company, was elected to membership on transfer from C. A. Elmore, who recently resigned from the sale firm. S. C. Odell of Henry Lichtig & Co., has been elected a member. This membership was on transfer from R. F. Browne. On transfer from C. V. Fisher, formerly with Moore-Seaver, who died early in January, Gunnard Johnson of Wolcott & Lincoln was elected to membership. B. J. O'Dowd of Simonds-Shields-Lonsdale Grain Company is an applicant for membership on transfer from K. J. Bartsch of the same company.

A new firm has been formed here, the Houston-Frederick Grain Company. James E. Houston, for more than 20 years a member of the Kansas City Exchange and A. B. Frederick, are the partners. Mr. Houston was recently connected with Bruce Brothers Grain Company.

Following the resignation of Jerome Topping, former secretary of the Southwestern Millers' League, C. J. Kucera has been announced as the new secretary. Mr. Kucera resigned as traffic manager for the Southwestern Milling Company to take the new appointment.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

D. C. White of the J. B. Ham Company, Lewiston, Maine, has applied for certificate of associate membership in the Boston Grain and Flour Exchange.

Roderic N. MacDonald, Brookline, Mass., wholesaler in feed and grain with office in the Exchange Building, recently filed a voluntary petition in bankruptcy with liabilities of \$35,439 and assets of only \$1,227.00.

William H. Kane of Island Pond, Vt., has applied for active membership in the Boston Grain and Flour Exchange, taking over the certificate of Frank Elghme of Hathaway Baking Company.

R. J. Hardy & Sons, Boston, brokers in feed and grain have discontinued their office in the Boston Grain and Flour Exchange building. Mr. Hardy will continue to handle the business at his home in Arlington.

At a meeting of the shipping men held recently in Boston, Dr. Boris Stern of the United States Department of Labor, outlined the objects and purposes regarding the proposed improvements in the methods of handling flour, grain and other cargo for export.

Howard A. Crossman of H. A. Crossman Company, flour, feed and grain, of Needham, Mass., left his home recently for a trip to Hawaii via California. Mr. Crossman expects to be gone for several weeks.

Efforts will be made by shippers to introduce a bill into the coming session of the legislature to bring about fixing uniform rates for wharfage at the Boston piers. Flour and grain shippers are especially interested in this movement as a help toward increasing the shipment of breadstuffs via Boston for export.

Dr. Jacob Aronson of Brookline, has applied for a certificate of active membership in the Boston Grain and Flour Exchange.

Louis W. De Pass, secretary Boston Grain and Flour Exchange, has been confined to his residence by illness for the past week.

Boston dealers in field and vegetable seeds state that the demand from New England country store trade for forward delivery is quite good and increases from week to week. There is particularly an excellent call for grass seed.

The sale of grain to the retail grain dealers during the past month has been fully up to the usual business during the winter season and the fluctuations in prices have been normal. The demand for mill feed is moderate in volume and the trend of prices consequently is not strong. There is a fair demand for chicken wheat.

Election of officers for the Boston Grain and Flour Exchange, voted on at the annual meeting which took place on February 5, are as follows:

President, Albert K. Tapper; first vice-president, Andrew L. O'Toole; second vice-president, Edward H. Day. Directors for three years—six candidates for four offices: Henry A. Cassidy, Fred S. Colby, Thomas J. McAuliffe and Robert S. Wallace. The judges of election were as follows: Alfred W. Godfrey, John J. King, E. C. Monahan, John H. Lee and Seth Catlin.

At Boston the market for hay is quiet. Receipts are moderate for the season and prices are steady. For the month of January the receipts at Boston were 171 cars. Rye straw 4 cars.

The fifth annual banquet of the Boston Grain and Flour Exchange was held at the Elks Hotel, Boston, on the evening of February 5, following the annual meeting and election of officers for the ensuing year.

The stocks of grain in the regular elevators at Boston as of January 26, were as follows: Wheat, 1,318,213 bushels; oats, 22,256 bushels; rye 2,365 bushels; barley 381,532 bushels.

The receipts of grain at Boston during the month of January as tabulated by the Boston Grain and Flour Exchange were as follows: Wheat 411,175 bushels; corn, 2,075 bushels; oats, 37,950 bushels; rye, 2,175 bushels; barley, 754,075 bushels; malt, 2,425 bushels; mill feed, 82 tons; corn meal, 3,309 barrels; oat meal, 17,185 cases and 1,215 sacks.

The exports of grain from Boston during the month of January were as follows: Wheat, Liverpool, 16,000 bushels; Queenstown, 39,983 bushels; Hamburg, 16,000 bushels; Antwerp, 430,886 bushels; Rotterdam, 46,515 bushels; three Danish ports, 188,659 bushels. Oats, Queenstown, 30,000 bushels; barley, Queenstown, 136,035 bushels; Antwerp, 928,295 bushels; Hamburg, 25,200 bushels; Bremen, 10,566 bushels; Rotterdam, 339,543 bushels; oatmeal, Hamburg, 1,100 cases; London, 2,724 cases and 500 sacks; Hull, 300 cases; Liverpool, 5,075 cases. Oat Feed: Rotterdam, 9,508 sacks; Hamburg, 1,120 sacks.

The visitors to the Exchange during the month of January, outside of New England, were as follows: W. E. Hathaway, Sanford, Fla.; W. A. Holmes, Maplewood, N. Y.; Frank G. Ely, Chicago, Ill.; E. J. Grimes, Minneapolis, Minn.; H. E. Tweeden, Buffalo, N. Y.; H. G. Wilkinson, Montreal, Canada; Harry L. Van Sant, New York City; C. A. Williams, Kent, Ohio; J. H. McMillan Jr., Minneapolis, Minn.; W. L. Brisley, Duluth, Minn.

## IN THE COURTS

A petition in bankruptcy has been filed against the Palmerton-Moore Grain Company, Spokane, Wash.

A petition in bankruptcy has been filed by the Davidson Mill & Elevator Company, of Kansas City, Mo. Its assets total \$125,462; liabilities, \$127,918.

A suit for \$90,000 damages has been filed against the Federal Government for loss of 94,283 bushels of grain by Langenberg Bros. Grain Company, St. Louis, Mo.

Pierce Carey, formerly connected with the management of the Symerton (Ill.) Grain Company, has filed a petition asking for an accounting of its finances.

A suit for \$15,000 damages has been brought against the Fowler Grain Dealers Company, Fowler, Ind., by Robert H. German. Mr. German was injured in 1927 while delivering a load of corn to the company.

To double track its line between Richmond and Indianapolis, Ind., the P. C. C. & St. Louis Railway Company has asked the court of Charlottesville, Ind., to condemn land owned by the Reeves Elevator Company.

Creditors of the Dilts & Morgan Grain Company which failed in Kansas City, Mo., in 1923, have received final payments. Difficulty in liquidating assets caused the prolonged delay. W. C. Goffe, receiver, reports.

The appellate court has upheld the decision of the lower court in making the bondsmen equally liable with directors in the debts of the defunct Laketon (Ind.) Elevator Company. When the company was closed it had an indebtedness of \$43,000.

Robert O. Elkins has filed suit in the Pike County circuit court at Petersburg, Ind., against the estate of the late Clyde Jackson to collect \$5,400 on notes that it is alleged Miss Jackson signed shortly before her death. For many years she owned and operated a grain elevator at Petersburg.

The supreme court has granted J. M. Redd, of Dover, possession of the elevator at Hardin, Mo., in the recent case of J. M. Redd vs. the Seward Grain Company. The case has been in the court for two years. Mr. Redd intends to put the elevator in condition so that he may open for business shortly.



## RECEIPTS AND SHIPMENTS FOR JANUARY

**BALTIMORE**—Reported by Jas. B. Hessong, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	1,823,349	1,370,931	2,177,705
Corn, bus...	1,208,431	1,311,565	1,364,520
Oats, bus...	99,241	137,550	29,919
Rye, bus...	4,213	155,901	77,299
Barley, bus...	696,400	1,233,078	654,004
Malt, bus...	22,367	8,204	1,066,000
Hay, tons...	114	559	
Straw, tons...	13	28	
Mill l'd, tons	1,298	853	
Flour, bbls...	83,836	89,071	16,896
			16,083

**CHICAGO**—Reported by F. H. Clutton, Secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	934,000	814,000	1,120,000
Corn, bus...	12,542,000	9,725,000	4,736,000
Oats, bus...	2,701,000	3,292,000	2,040,000
Rye, bus...	653,000	763,000	360,000
Barley, bus...	235,000	149,000	36,000
Timothy Seed, lbs.	820,000	1,170,000	395,000
Clover Seed, lbs.	790,000	1,557,000	378,000
Other Grass Seed, lbs.	1,171,000	2,590,000	851,000
Flax S'd, bus...	54,000	142,000	
Hay, tons...	8,040	9,706	805
Flour, bbls...	1,104,000	1,039,000	563,000

**CINCINNATI**—Reported by J. A. Hallam, Chief Inspector of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	141,400	235,000	208,600
Corn, bus...	632,800	382,200	495,600
Oats, bus...	156,000	262,000	210,000
Barley, bus...	25,600		3,200
Rye, bus...	1,400		
Ear Corn, bus...	3,000	1,000	
Gr. Sorghum, bus...	4,200	1,400	
Hay, tons...	7,656	6,732	

\*Estimated on basis of, to carload: Hay, 11 tons; ear corn, 1,000 bushels; oats, 2,000 bushels; barley, 1,600 bushels; all others, 1,400 bushels.

**DENVER**—Reported by H. G. Munhenk, Secretary of the Grain Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, cars...	283	350	32
Corn, cars...	1,284	1,050	236
Oats, cars...	31	31	15
Barley, cars...	43	55	14
Rye, cars...		3	
Beans, cars...	120	124	45
Mixed Grain, cars...		3	
Hay, cars...	39	100	

**DETROIT**—Reported by C. B. Drouillard, Secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	2,400,000		3,000,000
Corn, bus...	864,000		730,000
Oats, bus...	842,000		520,000
Barley, bus...	216,000		50,000
Rye, bus...	246,000		160,000

**DULUTH**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	1,908,812	3,231,013	813,059
Corn, bus...	491,604	8,689	2,633
Oats, bus...	121,273	40,339	
Barley, bus...	109,359	146,350	42,477
Rye, bus...	219,236	718,466	16,501
Flax Seed, bus...	18,444	142,719	76,263
Mixed Grain, bus...			296,444

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, Statistician of the Board of Grain Commissioners for Canada:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	10,970,743	27,094,926	1,123,110
Corn, bus...	6,127		9,410
Oats, bus...	878,923	1,226,133	725,163
Barley, bus...	590,778	1,740,446	508,615
Rye, bus...	251,738	712,926	2,400
Flax Seed, bus...	87,233	239,164	32,124
Mixed Grain, bus...	44,384	116,670	7,475

\*50 lbs. per bushel.

**GALVESTON**—Reported by H. A. Wickstrom, Chief Inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...		1,216,586	168,000
Corn, bus...		1,736,842	519,915
Barley, bus...		339,415	131,816
Rye, bus...			63,028
Kaffir Corn, bus...		710,271	186,785
Milo, bus...		38,571	122,142

**HOUSTON**—Reported by W. J. Peterson, Chief Grain Inspector and Weighmaster of the Merchants Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Corn, bus...		145,714	150,597
Barley, bus...		70,000	
Kaffir Corn, bus...		112,000	50,272
Milo, bus...		8,571	112,231

**KANSAS CITY**—Reported by W. R. Scott, Secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	4,637,490	3,849,560	4,218,500
Corn, bus...	5,698,500	7,560,000	2,751,000
Oats, bus...	420,000	274,000	198,000
Kaffir & Milo, bus...	855,800	696,300	481,000
Rye, bus...	7,500	28,500	49,500
Barley, bus...	123,200	76,800	219,200
Cane Seed, bus...	54,050	23,000	27,600
Bran & Shorts, tons	6,640	4,960	18,800
Hay, tons...	24,264	28,176	11,172
Flour, bbls...	76,700	58,550	714,600

**INDIANAPOLIS**—Reported by Wm. H. Howard, Secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	132,000	309,000	228,000
Corn, bus...	2,661,000	1,870,000	2,050,500
Oats, bus...	684,000	570,000	504,000
Flour, bbls...	47,299		37,961

**LOS ANGELES**—Reported by the Secretary of the Grain Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, cars...	266	257	
Corn, cars...	315	400	
Oats, cars...	28	36	
Barley, bus...	182	99	
Seed, cars...	13	34	
Milo, cars...	41	82	
Kaffir Corn, cars...	81	85	
Alfalfa, cars...	10		
Flour, bbls...	329	157	

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Milwaukee Chamber of Commerce:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	50,400	113,760	80,879
Corn, bus...	1,820,400	1,764,160	1,532,255
Oats, bus...	348,600	458,400	543,900
Barley, bus...	601,440	1,102,640	371,280
Rye, bus...	25,650	64,800	65,700
Timothy Seed, lbs.	373,970	39,200	97,865
Clover Seed, lbs.	167,457	325,384	444,545
Flax S'd, bus...	20,100	31,800	4,290
Hay, tons...	302	578	
Flour, bbls...	157,500	115,500	7,700
Feed, tons...	2,240	3,530	9,660
Malt, bus...	28,500	22,800	195,700
Hogs, number	177,398	101,677	4,262
Cattle, number	12,089	15,331	986
Sheep, number	4,223	2,706	137
Calves, number	44,103	40,875	43

**MINNEAPOLIS**—Reported by G. W. Maschke, Statistician of the Chamber of Commerce:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	6,616,360	9,104,410	3,599,340
Corn, bus...	1,805,660	1,173,380	889,510
Oats, bus...	1,257,640	1,854,300	1,477,440
Barley, bus...	1,850,280	2,143,830	1,190,050
Rye, bus...	421,990	343,730	245,510
Flax Seed, bus...	373,440	716,130	230,440
Hay, tons...	1,365	2,382	260
Flour, bbls...	15,027	28,579	973,412

**MONTREAL**—Reported by J. Stanley Cook, Secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	665,010	1,000,429	76,594
Corn, bus...	30,245	29,950	8,111
Oats, bus...	293,875	440,488	45,544
Barley, bus...	15,039	104,477	10,175
Rye, bus...		1,000	1,320
Flax Seed, bus...	46,111	50,490	
Hay, bales...	54,089	44,128	
Flour, bbls...	97,575	129,560	113,855

**NEW ORLEANS**—Reported by S. P. Fears, Chief Grain Inspector and Weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
Cars	1929	Cars	1928
Wheat	52	208	160,920
Corn	1,368	202	3,907,141
Oats	36	66	44,605
Barley	75		120,252
Rye	1	9	
Gr. Sorghums	26	4	135,857
Barley receipts, all grains, bus...	1,148,572	699,382	

**NEW YORK CITY**—Reported by H. Heinzer, Statistician of the Produce Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	3,238,000	4,625,600	6,104,000
Corn, bus...	501,000	99,000	496,000
Oats, bus...	742,000	798,000	226,000
Barley, bus...	1,244,400	1,513,000	1,714,000
Rye, bus...	3,000	424,500	48,000
Clover Seed, bags			5,760
Flax Seed, bus...	259,000	377,000	
Hay, tons...	2,368	2,362	
Flour, bbls...	1,601,260	1,160,941	399,000

**OMAHA**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	1,185,600	1,350,400	2,549,400
Corn, bus...	2,412,600	4,366,600	1,457,400
Oats, bus...	556,000	670,000	600,000
Barley, bus...	48,000	110,400	38,800
Rye, bus...	78,400	89,600	91,000

**PEORIA**—Reported by John R. Lofgren, Secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	94,800	79,800	112,800
Corn, bus...	2,453,250	2,672,450	1,447,550
Oats, bus...	576,000	1,103,800	482,400
Barley, bus...	311,400	412,000	65,800
Rye, bus...	1,200	2,400	2,400
Mill Feed, tons	29,160	37,140	50,840
Hay, tons...	700	400	40
Flour, bbls...	309,400	321,550	276,000

**PHILADELPHIA**—Reported by A. B. Clemmer, Secretary of the Commercial Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	2,623,940	503,400	2,493,298
Corn, bus...	835,168	184,178	832,795
Oats, bus...	111,137	108,313	15,000
Barley, bus...	310,796		164,155
Rye, bus...	1,097	119,302	
Flour, bbls...	135,069	172,309	6,514

**PORTLAND, ORE.**—Reported by F. W. Clark, Manager of the Merchants' Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	2,092,350	3,063,850	551,599
Corn, bus...	236,500	160,000	807
Oats, bus...	72,200	97,500	19,270
Barley, bus...	28,800	20,800	3,245
Rye, bus...	4,350	7,500	

**ST. LOUIS**—Reported by C. B. Rader, Secretary of the Merchants' Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	3,304,000	2,196,600	2,392,600
Corn, bus...	4,977,000	4,246,200	2,820,800
Oats, bus...	2,292,600	1,856,000	1,786,000
Rye, bus...	6,500	20,800	1,300
Barley, bus...	126,400	185,600	92,000
Kaffir, bus...	144,000	123,400	78,400



as grain only about 140,000,000 bushels have cleared from Canadian and United States seaboard ports.

Stocks of United States wheat in store in the markets are more than 50,000,000 bushels larger than a year ago. Mill stocks at the close of December were nearly 20,000,000 bushels larger than last season and reports indicate that farm stocks are also materially larger. Based upon unofficial estimates, from 120 to 125 million bushels more wheat were available in the United States at the first of January than a year ago.

#### UNOFFICIAL ESTIMATE

The visible supply in Argentina is about 34,000,000 bushels more than at this time last season, according to trade reports. No official estimate is yet available for the Argentine crop but estimates from private sources in Argentina place this season's harvest at from 310 to 320 million bushels, which would indicate an exportable surplus 30 to 40 million bushels larger than the amount shipped out from the 1928 crop. Little information is available relative to stocks in Europe, but farm stocks in England are reported materially smaller than last season.

Relatively low prices this season are apparently causing increased consumption in non-European countries, which have taken considerably more than usual, especially of the lower grades. India has taken some Australian wheat and around 20,000,000 bushels of Australian wheat were reported shipped to the Orient to date this season. This is competing with the White wheats from the Pacific Northwest where exports have been materially smaller than last season and where stocks are much larger than a year ago.

Looking toward next season, it is probable that the world supply and demand for wheat in the 1929-30 season will be somewhat more favorable for marketing the wheat crop of the United States than they were in the 1928-29 season, according to the Outlook Report recently released by the United States Bureau of Agricultural Economics. Although there probably will be a considerable increase in the carryover in all surplus producing countries, this is likely to be offset by continued increase in consumption and by some curtailment in the world's wheat production in 1929 as a result of the low prices prevailing in the 1928-29 season, and possibly also by lower average yields per acre. In view of the probability of another good crop of Hard Winter wheat, the Bureau suggests that Spring wheat farmers should hesitate to increase their acreage of Hard Red Spring wheat, as the present acreage with average yields is sufficient to keep this class of wheat on an export basis. Unless the acreage of Durum wheat is materially curtailed in the United States or reduced in other countries, prices will probably continue relatively low during the 1929-30 season.

#### PROTEIN PREMIUMS STRONG

Cash wheat prices during the past month have held generally steady and futures and protein premiums have been well maintained. Current offerings of Spring wheat at the principal markets have been relatively small and mill buyers have competed actively for the good quality wheat; 12 per cent protein No. 1 Dark Northern was quoted at Minneapolis at the close of the market February 8 at the May price of \$1.20½ to two cents over; 13 per cent, eight cents to 12 cents over and 14 per cent, 18 cents to 22 cents over the May. Canadian prices have also held fairly steady with No. 1 Manitoba Northern quoted February 4 at around \$1.24-1.25 per bushel. Durum wheat prices have been relatively firmer than other classes of Spring wheat, particularly for the milling grades with good color and high protein. Color has apparently become a more important factor than protein. No. 1 Amber or Mixed Durum with satisfactory color was selling February 8 at Minneapolis at the Duluth May price of \$1.08½ to 20 cents over for 12 per cent protein wheat. 13 per cent protein of these grades was bringing about five cents per bushel more.

#### RYE STEADY WITH WHEAT

The rye market advanced about five cents per bushel during January, influenced principally by

the strength in other grains. There has been very little export inquiry for rye this season and only about 8,000,000 bushels have been shipped out to date compared with nearly 20,000,000 bushels exported during the corresponding period last year. Milling demand has been of moderate volume and sufficient to absorb the relatively light receipts. Stocks in the markets have shown little change during the past month and now total about 6,427,000 bushels, or nearly a half larger than at this time a year ago.

Rye production in the United States is decreasing. The area seeded for harvest in 1929 is estimated at 15.5 per cent less than that sown the previous year, or a total of 3,293,000 acres. North Dakota, the principal rye state, showed a reduction of 30 per cent. Even with the fair to good yields, domestic production of rye in 1929 will not be large. Since rye prices depend largely upon wheat prices, however, a reduction in the rye crop cannot be expected to improve price materially unless there is an improvement in wheat prices, according to the Outlook report recently issued. No. 2 rye was quoted at Minneapolis February 8 at \$1.03-1.10 per bushel and at Chicago at about \$1.09 per bushel. No. 2 western rye for export was quoted f. o. b. New York at \$1.21½.

#### REACTION IN BARLEY

The barley market advanced materially during January but there has been some slight reaction since the first of February. Demand, however, continues of good volume, particularly for malting barley, and premiums held practically unchanged. There has been some export inquiry but exports during January were relatively small compared with those earlier in the season and domestic buyers have been taking most of the offerings. North America has been furnishing the bulk of the world shipments of barley to date this season but during the past month or two most of the North American shipments have been of Canadian barley. Domestic exports of barley since the first of July have totaled about 48,000,000 bushels compared with 30,000,000 bushels for the corresponding period last season. The high price of corn in Europe has stimulated the demand for barley but most feeders were reported to prefer corn when it could be obtained.

Little if any improvement in the market for cash barley may be expected for the 1929 crop, according to the Outlook Report, even should acreage be somewhat reduced and average yields secured. Exports to Europe as large as from the past two crops are not probable from the 1929 harvest and there are no prospects of increased domestic requirements for feed grains. The 1928 crop was well above domestic needs because of a record acreage and yields much above average, and prices declined to the lowest point since 1923, notwithstanding record shipments overseas. Relatively large stocks have accumulated in the markets and indications are that larger quantities than usual will remain on farms and in commercial channels at the close of the season to compete with the 1929 crop.

Good malting types of barley are being readily taken and were selling at the close of the first week in February at Minneapolis at fair prices. The inquiry for feed barley has materially improved during the past month and prices of this quality have advanced relatively more than for the malting grades. Feed barley was selling at the first of February at Minneapolis at 63-67 cents per bushel and at Chicago at 60-65 cents. No. 2 barley was quoted f. o. b. New York for export at 85 cents per bushel. United States special No. 2 was quoted February 8 in Liverpool at 36 cents per bushel compared with \$1.00½ for No. 3 Canadian.

The oats market has fluctuated with that for corn but has had some independent firmness because of the light offerings and the good cash demand at the principal markets. At this writing (February 8) No. 3 White oats are quoted at Minneapolis at 48½-49½ cents, Chicago 51½-52½ cents, and Kansas City 49-50 cents per bushel. This is about 3 cents to 4 cents lower than a year ago.

The low price of oats again this season emphasizes the limited market for this grain and the

desirability of restricting production for sale to localities where conditions are particularly favorable for good yields. Last year's acreage with average yields should not be expected to yield more profitable returns to farmers in the principal producing States than were obtained from the 1928 crop, according to the Department's Outlook Report, particularly if barley production in these areas is maintained near the high levels of the past two years and the supply of corn is increased.

#### CORN PRICES ARE ABOVE LAST SEASON

While the corn market has declined somewhat from the high prices reached toward the last of January, they are still well above those of a year ago at this time. More favorable weather for corn in Argentina, together with fairly liberal offerings of domestic grain, has been principally responsible for the slightly weaker tone which developed in the corn market during the past 10 days. Severe weather which has prevailed during that period, however, over most of the United States corn belt, has tended to restrict country marketings and in some areas farmers are reported disinclined to dispose of their grain until more can be known about next season's supply.

With no material change in corn acreage in the different sections of the country anticipated and with average yields, a 1929 crop slightly smaller than in 1928 may be expected, according to the Department's Outlook Report. With lower domestic feeding requirements and probably a smaller European demand for American corn, prices next season may be lower than for the crops in 1927 and 1928. Corn price changes the next few months will be materially influenced by corn crop prospects in Argentina. Corn prices during the summer although largely determined by new crop prospects, will probably not be supported this year by unusually short farm stocks. European demand for American corn will slacken as Argentine supplies become available, but this may be offset as the season advances by demand from southern states where the crop is unusually short. The earlier marketing of the winter run of hogs this year will deprive the corn market of considerable support which it had during the later winter months last year.

The demand for corn in the cash markets has continued generally active from industries, feeders and shippers, but export demand is less active than earlier in the season. Marketings have been much larger to date than for the corresponding period last year and while offerings have been readily taken, market stocks have increased and totaled nearly 29,000,000 bushels at the close of the week ending February 2. This compares with about 33,000,000 bushels in store at the corresponding time last year. Farm stocks, however, are smaller than a year ago and reports indicate that the total supply of corn for the remainder of the season is below that of last year at this time.

The flax market has tended steadily upward during the past few weeks. May flax at Minneapolis was quoted, February 8, at \$2.49 compared with \$2.43½ a month ago and \$2.16 a year ago. The rapid disappearance of flax is largely responsible for the firm situation in the market. The domestic supply available for commercial purposes totaled only about 21,500,000 bushels this year. Crushings during the first quarter, October 1 through December 31, totaled slightly over 11,000,000 bushels. Imports during this period amounted to 4,159,000 bushels, so that there remained at the first of January for commercial purposes about 14,500,000 bushels. Of this amount a little over 7,500,000 bushels were accounted for in crushers' stocks, about 1,400,000 bushels in store in the markets, and about 5,600,000 bushels in other positions, largely on farms and in country elevators.

Present indications are that flax will be a relatively more profitable crop in 1929 than other spring grains grown for market in the areas suitable for flax production. A 30 per cent increase in acreage would still probably leave our production well below domestic requirements, but the relatively high prices received for the 1928 short crop are not likely to be maintained if production is increased.



## HAY, STRAW AND FEED

**O**HIO elevators, carrying balanced feed as a sideline have several reliable sources from which to draw supplies, and one of them is the new Kasco Mills, Inc., of Toledo, Ohio. Several years ago the name of this concern was changed from Kasco Mills, Inc., to the Kieser Milling Company. This month, following reorganization and a new set of corporation papers, the name has been changed back to Kasco Mills, Inc.

Members of Southworth & Co., Toledo grain firm, now have control of the project, and announce that the manufacture of "Kasco" feeds will continue without interruption. The new alignment of officers is as follows: President Charles R. Keilholtz, Vice-president W. S. Young, Treasurer J. W. Luscombe, and Secretary S. M. Bender; Kenton D. Keilholtz, F. J. Kieser, and E. C. Froelich are included in the directorate. The vice-president is manager of the Kasco Mills at Waverly, N. Y.

Inside and out, the plant of this Ohio feed company presents a modern appearance which reflects its production efficiency. The buildings include a seven-story brick feed mill, occupying 2,000 square

Feed Name Cycle  
Is Complete

the transmission are more than adequate to match the full machine capacity.

The weighing problem is taken care of by five automatics and an extensive battery of hand scales which insure accurate measure for every bag. Good measure is what the company gives, and good will is what it expects to continue. "We want to establish the same good will and business integrity on these feeds, as Southworth & Co. now enjoys in the grain business," says a statement released by the new management which concludes its brief message as follows: "It gives us a certain satisfaction to place feeds on the market of which we can be so proud. All we ask is the opportunity to prove that this new company can make good. It is our desire to serve the trade well. The

unchanged. Arrivals at Chicago were moderate during the first part of week but slightly heavier toward the last as a result of larger country loadings. All grades of hay were in fairly good demand at Chicago and the quality of the offerings was good. The Cincinnati market weakened with unusually heavy receipts, a large part of which was of unsatisfactory quality, and were probably a result of the recent higher prices for the medium to lower grades and the narrowing spreads between the grades. Offerings of top grades at this point were light. The slack inquiry and absence of shipping demand resulted in some accumulation of the lower grades.

Alfalfa prices showed some unsteadiness as result of varying quality of offerings but top grades held firm and in brisk demand. Offerings at Kansas City were light and good quality hay was readily absorbed with demand from the dairy trade active and a brisk milling inquiry. A good amount of better quality hay was reported shipped direct to dairy interests in Iowa, Illinois and Wisconsin which resulted in larger offerings of medium to lower grades at terminal points. Country loadings increased in this area with country roads in better condition. Receipts of Alfalfa were lighter at Omaha but direct shipments to stockyards were considerably heavier. Only small amounts were taken by milling interests at this market. Demand in southwestern areas was restricted by prevailing high prices. Pacific coast markets were showing considerable firmness. The colder weather in the Yakima valley resulted in a more active demand from feeders and Alfalfa prices were very firm with \$20 being paid to growers. Demand at San Francisco was active and prices steady. The Los Angeles market was firm and prices advanced slightly.

Prairie markets steady with demand only moderate. Trade reports indicate a material increase in demand from Oklahoma with fair shipments to western Oklahoma, Arkansas and Texas points. Receipts were light at Omaha and prices for best grades advanced slightly with good inquiry.

Quoted February 8, Timothy, U. S. No. 1 New York \$26.50; Boston\* \$25; Pittsburgh\* \$22; Cincinnati\* \$20.50; Chicago \$22.50; St. Louis\* \$22.50; Minneapolis\* \$16; Birmingham \$25.50; Atlanta \$24.75. U. S. No. 2 New York \$24; Boston\* \$21.50; Chicago \$21.

Clover, U. S. No. 1 Pittsburgh\* \$26; Cincinnati\* \$28; Chicago nominal; St. Louis \$24. Alfalfa, U. S. No. 1 extra leafy Kansas City \$32 to \$33; Atlanta \$43 to \$44. U. S. No. 1 Kansas City \$27.50 to \$30; Omaha \$23 to \$24; Atlanta \$41 to \$42; Birmingham \$41; Denver \$24.50; San Francisco\* \$25 Los Angeles\* \$28.50. U. S. No. 2 leafy, Kansas City \$25 to \$27; U. S. No. 2 Kansas City \$24 to \$24.50.

Prairie, U. S. No. 1 Kansas City \$12 to \$13; Omaha \$15; Minneapolis\* \$16; Chicago \$17.50; St. Louis\* \$16.50.

\*These markets not on basis Federal grades.

SLOW TRADE IN NEW YORK FEED  
MARKET

By C. K. TRAFTON

Although feed price lists for the New York territory show irregular changes when compared with the quotations of a month ago, the movement in the main was still downward. If possible, demand was even poorer than it had been during the preceding month, only an occasional car being wanted as the majority of buyers apparently were still well supplied. This was partly owing to the fact that most of the Buffalo mills which had been so backward on shipments had caught up with their orders.



PLANT OF THE NEW KASCO MILLS, INC., TOLEDO, OHIO

feet of the site, an 11-story brick and steel elevator with a 35 by 45-foot ground area, a 70 by 72-foot frame warehouse with a capacity of 75 cars of feed, and twin grain tanks of steel which, with the elevator, can hold 235,000 bushels of grain. Fifteen cars of grain can be handled daily on the Ohio Central siding.

To operate these facilities, the personnel of the predecessor firm has been retained. F. C. Bowes, former assistant manager now is general manager; Ernest Kieser is sales manager; Harry Goldner, a proven professional in feed manufacture, continues as superintendent. D. Reinhart is cashier, and J. R. James as traffic manager, is the one who plans the trips which Kasco feeds always are taking.

In the three-story frame mill unit, a complete line of poultry, dairy, stock and hog feeds are manufactured with as good a setup of machines as there is available. Sprout, Waldron & Co., of Muncy, Pa., furnished the three 2,500-bushel per hour grain separators which take the grain after the Randolph Drier has done its duty; three more Muncy-made units form the production core: The Monarch Attrition Mills.

The S. Howes Company, of Silver Creek, N. Y., supplied two feed mixers, each with ton capacity, and these are the source of the dependable uniformity for which Kasco brand rations are known. A score or so of electric motors furnish the power which is transmitted by rope drives in general use throughout the plant. Both the power units and

same business, with good financial backing is in operation. Keep in mind that we are now feed manufacturers as well as grain distributors."

Customers of this concern are scattered throughout the central and eastern districts.

## HAY MARKETS STEADY

Hay markets held generally steady during the week ending February 8 with market offerings about equal to trade requirements, according to the weekly hay market review of the United States Bureau of Agricultural Economics. There were slight price changes in some markets but in general the advances in distributing markets were offset by declines in consuming centers. Cold weather over a large part of the central areas continued to be a strengthening factor in the demand situation. There was a good snow cover over meadows in most districts from the northern Ohio valley northward but some injury to Clover is feared in Indiana as a result of flooding and freezing.

Eastern Timothy markets showed little change during the week with quotations holding steady and demand moderately active. Dealers at Boston reported trading dull but the light arrivals prevented accumulations. The quality of hay received at this point was fairly good grade. Receipts at New York were liberal but demand was fair with inquiry slightly more active at the close, and accumulations were reduced. The Pittsburgh market was very dull with receipts light and prices



In fact, some of them were again seeking business, although they were not pressing offers. The supply outlook was also eased somewhat by the fact that Minneapolis mills were again on a workable basis after a long interval, but this was largely offset by the much lighter offers from Canadian producers who had previously sold so freely, especially in outside markets, but cutting prices for bran and middlings to as low as \$27 in some cases. Jobbers still have bran to sell at \$28, but Buffalo mills are quoting \$28.60, or about the same as a month ago. Middlings are quoted at \$37.50 against \$38 at \$38.50 a month ago, while both Red Dog and Second Clears are 50 cents lower. Corn goods were the outstanding exception to the generally easier tendency as offers continued light with both White and Yellow Hominy held at an advance of \$1.50, or \$43 and \$42 respectively. Linseed oil meal remained very quiet but firm with 32 per cent meal quoted at \$62.25. Cottonseed oil meal was still about the "deadest" item on the list in spite of further concessions of 50 at 65 cents. It was still evident that consumers were amply supplied as they virtually ignored offers on a basis of \$49.25 for 36 per cent; \$53.25 for 41 per cent; and \$55.75 for 42 per cent.

### GROUND RICE HIGHLY DIGESTIBLE

The same quality which recommends rice for human diet, applies on its value as a stock feed; the "white gold" grain is easily digested. Low grade rice, ground and fed with a protein supplement, is reported as building market topping hogs in Acadia Parish, Louisiana.

As soon as the value of off-grade rice is more widely recognized, rice dealers and millers predict that the demand for this product will exceed the supply.

### TOLEDO FEED FOR THE EAST

Lancaster County, Pennsylvania, one of the richest agricultural counties in the United States, with the largest cow population in Pennsylvania and a dairy products production exceeding \$5,000,000 annually, recently absorbed a whole trainload of commercial dairy feeds.

The solid trainload left a mill in Toledo, Ohio over the Pennsylvania line, arriving at its destination practically on passenger schedule.

Pennsylvania dairymen feel that the time ordinarily spent in mixing their dairy rations can be used to better advantage planning improved management practices.

### PREDICTS FAIR HAY PRICE

Hay prices for the 1929 crop may not average as high as for the 1928 crop but will probably be higher than those for 1927, if yields and quality in 1929 are average and if production is well distributed in the principal surplus-producing hay areas. This is the forecast of the Hay, Feed and Seed Division of the Bureau of Agricultural Economics. Present high prices were caused principally by a shortage in the important shipping states rather than by a reduction in the crop as a whole. Present relatively high prices for good quality hay may be expected to continue until the new crop becomes available. Alfalfa and Clover hays of the best grades are now selling at the highest market price during the past five years and further price advances this spring are probable. The low quality of the crop east of the Rocky Mountains has increased the premiums paid for high quality hay.

### SANITARY FEATURE OF DRIED MILK EMPHASIZED

M. L. Post, editor of a Kansas publication devoted to feed news, calls attention to the advantage which dried milk has over the liquid as a feed ingredient. Elevator managers who sideline feed frequently are asked by customers how dried milk or butter milk can possibly compete with liquid milk that always is available at low cost on the farm or in the small town home. In his February issue, Mr. Post says:

"... Not that liquid milk would be harmful

to poultry, but it is next to impossible to keep the vessels in a sanitary condition, and it is liable to produce a digestive disturbance. It is not the milk that causes this, but bacteria that are ever ready to lodge in milk. Our advice would be to use only dried milks for baby chicks and also grown flocks."

### ELEVATOR FIRM ISSUES FEED BULLETIN

A price list of all feedstuffs handled, a reference to Federal feed market reports, a notice in connection with empty bags of interest to farm women, are among the informally written items contained in the latest issue of *Sweet Princess News*.

This mimeographed, illustrated news sheet is prepared for circulation among its feed customers by the Maney Bros. Mill & Elevator Company, of Minneapolis, Minn. Illustrations and jokes are used to liven up the pages of this elevator bulletin.

### HOG HAY BUILDS PROFIT

A little Alfalfa or other leguminous hay in the winter ration of hogs hastened growth and increased the profit in feeding tests recently conducted at the Ohio Agricultural Experiment Station.

Pigs fed a ration of corn, tankage, linseed meal, ground Alfalfa, and minerals reached an average market weight of 225 pounds 29 days earlier than similar pigs fed the same ration without the Alfalfa added. With the Alfalfa added it required 21 pounds less feed for each 100 pounds gain.

Grinding or chopping the Alfalfa and mixing it with some other feed for growing or fattening pigs is considered advisable by W. L. Robison, in charge of these experiments at the station, as it insures their taking a sufficient quantity.

Clover or other leguminous hay may be substituted for Alfalfa. Good chopped Clover proved fully as valuable in the test as Alfalfa of similar quality. For all classes of hogs it is important that hay of good quality be used.

### HAY LOWERS FEED COST

The cost of a well balanced ration is usually lowered by the use of good quality legume hays, reports the Chicago branch of a Federal Hay, Feed and Seed bureau. The average cost of digestible protein in various important feeds in the dairy regions of Wisconsin, Minnesota, and Iowa, based on digestible protein content only, and on recent farm prices for hay and retail prices at representative interior markets for millfeeds, was as follows: 100 pounds protein in Alfalfa hay \$6.78; in Clover hay \$7.47; in Timothy hay \$18.05; in bran \$12.90, and in linseed meal \$9.12.

### NEW YORK HAY MARKET

By C. K. TRAFTON

Hay prices in the New York market average higher than they did a month ago, although some grades are still available at the old prices while others failed to hold all of the gains made early in the period under review. The early period of firmness coincided with a brief flurry of comparatively brisk business, but this was followed by renewed quietude. For a time prices across the river were at a slight discount, but this unusual demand from this side caused a hardening tendency and as a consequence prices in all yards were \$1 higher for No. 1 and No. 2 hay in both large and small bales, while No. 3 hay was \$1 at \$2 higher. This relatively firmer showing of the poorer hay, however, was of very brief duration. Quotations for No. 1 remained almost wholly nominal as such hay was virtually non-existent and during one entire week only one car was received and that sold readily at \$27. At the same time, as noted so often in the past, the inquiry was mostly for choice grades and it was merely the fact that buyers were forced to content themselves with ordinary or inferior hay that kept the latter relatively steady.

The higher prices caused an almost immediate increase in the arrivals which continued fairly

large for over two weeks and made it quite evident that farmers and interior shippers were anxious to sell. Excepting for top No. 2 or better small bales found a small outlet and as a general thing could not be moved excepting at a wider discount under large sales. The latter subsequently showed an easier tendency also. It is true that the top grades remained relatively steady, but the "inside" prices quoted early in the period were more generally regarded as the real market value, while early top quotations were considered extreme and possibly misleading to shippers who might entertain hopes of receiving full prices for hay which they considered as of No. 1 quality but which might not come up to grade upon arrival. Toward the end of the period the arrivals again became lighter so that at this writing the market is steady with prices mostly \$1 higher than those current a month ago; the outstanding exception being No. 3 hay in small bales.

### SCOTS TRY OUT BEAN FEEDS

When Scotchmen endorse a feed, it goes almost without saying that it is an economical one. Dr. McCandlish, of the West Scotland Agricultural College, has conducted a four-year trial with various bean meals, and is convinced that if beans were cheaper, as they are in the United States, they would be the source of profitable feed meals.

Prices being what they are, however, on the "tight little isle," Dr. McCandlish thinks bean meal is "valuable, but much too highly priced to be economical."

Further information of the Scottish bean feed trial, reported by a Government trade commissioner, discloses that the virtues of Chinese, Sicilian, and White Rangoon bean meals have been compared with feed meals from native beans. The foreign bean meals caused a slightly higher butterfat content in the milk.

### YEARLY ELEVATOR-SIDELINE SALES AVERAGE \$48,000

The American elevator sideline business is an industry approaching the half-billion dollar class.

United States Department of Agriculture figures show the sales of feed and other sidelines in farmers' elevators total almost \$160,000,000 annually, or an average per elevator of \$48,485 per year. Independently owned elevators, conservatively figured, would bring the annual sideline gross up to at least \$300,000,000.

Allowing for the revenue derived from elevator feed grinding service, and for the sideline volume of Canadian elevators, it is evident that all-American elevator sideline activity accounts for an income of between \$400,000,000 and \$500,000,000 per year.

Feed and flour are the most important sidelines carried in the Winter and Soft wheat areas. Coal ranks first in the Spring wheat district livestock in the corn belt, and miscellaneous supplies such as grain sacks and fence posts, in the West.

### KANSANS WATCH TANKAGE

The Kansas Feed Inspection Department have found that a "majority" of the mill feeds and mixed feeds offered for sale in 1928 have been up to their chemical guaranties.

The high price of tankage, suggests J. C. Mohler in his report as Secretary of Agriculture, seems to have been a temptation to certain unreliable firms to sell a low grade product. Five carloads recently seized were so low in protein that they have been disposed of as fertilizer.

This incident emphasizes the value of a policy which permits purchase of such important feed products only from well-established, reputable companies, willing to back their claims by guarantees.

THE total 1928 corn production in 18 countries, which for three years have raised 90.5 per cent of the Northern Hemisphere crop exclusive of Russia, now stands at 3,281,684,000 bushels, a decrease of 0.7 per cent from the 3,305,200,000 bushels produced in 1927.



## FEBRUARY FEED REVIEW

Prices of wheat feeds were lower as result of slow demand but concentrates and other feeds held about steady during the week ending February 6, states the Bureau of Agricultural Economics. Although demand for seeds in general was dull, it was of better volume in the Northern and Rocky Mountain states than in the Southern and Great Basin states where a reaction to warmer weather brought temperatures above normal.

Wheat millfeeds were weak with the demand for the relatively liberal offerings of small volume and prices were lower than a month or a year ago. However, a firmer tone developed at some markets at the close of week. The situation at Buffalo was extremely weak, due to the unusually heavy offerings, particularly from the nearby Canadian mills which were reported running very heavy, due to the good demand for flour. Standard middlings appeared to be the weakest millfeed.

About 190,000 tons of linseed meal were produced during the quarter ending December 31, compared with about 130,000 tons in the previous quarter and about 215,000 tons in the corresponding quarter a year ago. Exports during the quarter were about 1,300 tons smaller than for the fall quarter of 1927. These data indicate about 23,700 tons less meal moved into consuming channels in October 1 to December 21, than in the corresponding quarter of 1927. The linseed meal markets appeared strong in the northwest but weak at Eastern points.

Cottonseed cake and meal prices were about equal to those of week and a year ago. Markets were generally quiet. Seed offerings were light at Atlanta and quoted \$50 per ton delivered prime basis. Foreign and domestic demand was quiet and offerings were light. Hulls were selling \$14 to \$15 per ton. Demand for cake and meal was somewhat improved at Memphis in spite of the liberal offerings of dealers. Mill offerings were light. Futures were lower and February delivery was quoted \$44.

The gluten feed and meal market continues about unchanged. An urgent demand for nearby and deferred shipment with offerings confined to occasional cars by resellers and some small mills continued to feature the Buffalo market. Mills were reported running at capacity but apparently were unable to meet all shipping instructions on hand. Stocks are reported small and is moving directly into consumption. Principal mills in and near Chicago were reported still out of market. Some scattered sales were made at \$44 for bulk feed.

Alfalfa meal was about unchanged from a month ago but considerably higher than year ago. A firm tone prevailed at Kansas City although sales were said to be of small volume. A fair scattered demand was reported from the Southeast but the high price of hay and generally unsatisfactory quality was tending to restrict sales to the actual immediate needs. Alfalfa meal was holding steady at Chicago and Omaha, although there was little activity at the present price levels.

## RAISIN FEED IN WEST

G. E. Gordon, dairy feed specialist of the California state extension service, estimates that 20,000 tons of sub-grade raisins will be available for cattle feed in 1929. The average price will be about \$20 per ton, f. o. b., the raisin growers' warehouses.

Raisins are worth about three-fourths as much as a similar weight of barley for cattle feed. Due to the laxative action, not more than 8 or 10 pounds a day may be fed to a cow. Raisins also may be used for fattening sheep, but the California Experiment Station reports that they are not satisfactory as hog feed.

## U. S. GRADES FOR LOS ANGELES

Federal hay inspection is available at Los Angeles, Calif., this month under co-operative arrangements between the Federal Bureau of Agricultural Economics and the California State Department of Agriculture. Walter J. Morgan, Federal hay inspection supervisor for the Pacific Coast district, has been transferred from San Francisco to take charge of the hay inspection service

at Los Angeles. A representative of the California State Department of Agriculture is associated with Mr. Morgan and the address of the joint Federal-State office in Los Angeles is 700 Date Street.

The hay shipping of the Imperial Valley, the San Joaquin Valley, the Lancaster district, and other important alfalfa areas in California, have pledged their support of the service, while the Los Angeles County dairymen, the Los Angeles stockyards, and other consumers of hay have also indicated their interest.

## U. S. HAY VOLUME RECORDED

Production of all kinds of hay in 1928 was about 106,000,000 tons, according to Government figures now released, or 13 per cent less than in 1927, but only 1 per cent less than the five-year average. There was, however, a large carry-over of nearly 18,000,000 tons from the record hay crop of 1927.

In the important shipping states for Timothy and Clover hay, New York, Michigan, Ohio, Indiana, Illinois and Missouri, the 1928 production was 25 per cent less than in 1927, and 15 per cent less than the five-year average. The 1928 production of wild hay in the important shipping States of Minnesota, South Dakota, Nebraska, Kansas, Oklahoma, and Texas, was 31 per cent less than in 1927.

## RATES MAY AFFECT TRADE

An increase of approximately 13½ per cent on practically all hay freight rates from the East North Central and North Atlantic States to the Southeastern States, and between points within the Southeastern States, was authorized by the Interstate Commerce Commission in September, and the Western Trunk Line Association and the Southwestern Freight Bureau now ask for substantial increases in a number of important Alfalfa areas. Should such increases be made effective on the lines serving the Alfalfa areas west of the Mississippi River they will materially curtail the shipment of Alfalfa hay to the East North Central and Southeastern States, as well as within the states west of the Mississippi River.

## NEW FEED BRANDS

"B. G. C." for cattle foods. British Glues & Chemicals, Ltd., London, England. Filed September 21, 1928. Serial No. 272,747. Claims use since April, 1923. Published January 8, 1929.

"CONCENTRIC CIRCLES" for stock feed. Hubbard Milling Company, Mankato, Minn. Filed November 27, 1928. Serial No. 275,850. Claims use since October 25, 1928. Published January 8, 1929.

"BIG TOM" for hog feed. Interstate Packing Company, Winona, Minn. Filed November 27, 1928. Serial No. 275,900. Claims use since about January 1924. Published January 8, 1929.

"PROVENDEINE" for foodstuffs in powder form to be mixed with stock foods for increasing their nutritive quality. Louis Sanders, Brussels, Bel-

gium. Filed December 30, 1927. Serial No. 259,506. Published January 15, 1929. Claims use since November 1, 1927.

"ALL AROUND" for egg mash, meal comprising a compounded ground feed composed of cereals and other suitable ingredients for poultry feed and particularly for hens or chickens. Blatchford Calf Meal Company, Waukegan, Ill. Filed November 30, 1928. Serial No. 276,018. Published January 15, 1929. Claims use since October 24, 1928.

"NO MILK" for powdered or granular food for calves. National Food Company, Fond du Lac, Wis. Filed September 22, 1928. Serial No. 272,830. Published January 29, 1929. Claims use since 1907.

"RACO" for sausage, etc., and feed for hogs and poultry. Reading Abattoir Company, Reading, Pa. Filed October 3, 1928. Serial No. 273,315. Published February 5, 1929. Claims use since 1913.

## Trademark Registrations Renewed

72,115. Poultry Feeds and Pigeon Feeds. Registered January 5, 1909. Edwards & Loomis Company. Renewed January 5, 1929, to Hales & Hunter Company, Chicago, Ill., a corporation of Illinois, successor. Registered January 22, 1929.

72,979. Shelled Pop Corn. Registered March 9, 1909. The Albert Dickinson Company, Chicago, Ill., a corporation of Illinois. Renewed March 9, 1929. Registered January 29, 1929.

## Trademark Registrations

251,342. Feeds for horses, cattle, poultry and other animals commonly kept or produced on farms, and ingredients for the mixing and preparation of the same, comprising barley, oats, meal, corn, wheat and feed-seeds. Co-Operative Grange League Federation Exchange, Inc., Syracuse, N. Y. Filed July 2, 1928. Serial No. 268,969. Published October 30, 1928. Registered January 1, 1929.

251,428. Dog biscuits and dog cereals. George H. Bowen, Boston, Mass. Filed July 23, 1928. Serial No. 270,008. Published October 30, 1928. Registered January 8, 1929.

251,474. Blending and mixing machines for blending and mixing all kinds of whole, granulated, or ground grains, cereals, seeds, flour, dry chemicals, minerals, or any dry materials of a nature that can be handled through proportioning feeders or spiral conveyors. B. F. Bump Co., Chicago, Ill. Filed December 31, 1927. Serial No. 259,548. Published October 9, 1928. Registered January 8, 1929.

251,475. Blending and mixing machines for blending and mixing all kinds of whole, granulated, or ground grains, cereals, seed, flour, dry chemicals, minerals, or any dry materials of a nature that can be handled through proportioning feeders or spiral conveyors. B. F. Gump Co., Chicago, Ill. Filed December 31, 1927. Serial No. 259,549. Published October 9, 1928. Registered January 8, 1929.

251,511. Fish, Bird, Cat and Dog foods. The Heger Products Company, St. Paul, Minn. Filed March 5, 1928. Serial No. 262,607. Published October 30, 1928. Registered January 8, 1929.

251,528. Stock and poultry feed. Washburn-Crosby Company, Minneapolis, Minn., assignor to General Mills, Inc., a corporation of Delaware. Filed March 21, 1927. Serial No. 246,139. Published October 23, 1928. Registered January 8, 1929.

251,569. Hog feed. Iowa Packing Company, Des Moines, Iowa. Filed September 15, 1928. Serial No. 272,497. Published October 30, 1928. Registered January 8, 1929.

251,575. Stock and poultry food. Bay Chemical Company, Inc., New Orleans, La. Filed September 10, 1928. Serial No. 272,125. Published October 23, 1928. Registered January 8, 1929.

251,598. Dairy feed, mixed feed, horse and mule feed, cream meal, egg mash, scratch feed, developing cream, starting and growing mash, and baby-chick scratch. Tindie Milling Company, Springfield, Mo. Filed August 18, 1928. Serial No. 271,250. Published October 30, 1928. Registered January 8, 1929.

252,165. Dog food which consists of ground bone, corn meal and flour. Daniel J. Driscoll, New York, N. Y. Filed March 31, 1928. Serial No. 264,089. Published November 6, 1928. Registered January 29, 1929.

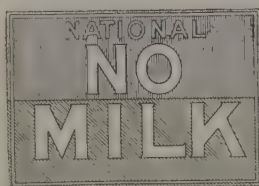
252,196. Stock and poultry food supplement. International Agricultural Corporation, New York, N. Y. Filed September 8, 1928. Serial No. 272,103. Published November 6, 1928. Registered January 29, 1929.

252,205. Alfalfa Meal. The Lamar Alfalfa Milling Company, Lamar, Colo. Filed September 22, 1928. Serial No. 272,818. Published November 6, 1928. Registered January 29, 1929.

252,250. Dog Food. Old Trusty Dog Food Company, Needham Heights, Mass. Filed June 4, 1928. Serial No. 267,449. Published November 6, 1928. Registered January 29, 1929.

252,323. Stock Food—namely fish meal. Wilbur Ellis Company, San Francisco, Calif. Filed January 14, 1927. Serial No. 242,872. Published November 13, 1928. Registered February 5, 1929.

THE 1928 production of rye in 24 countries has been reported at 920,039,000 bushels, an increase of 9.2 per cent over the production of 842,839,000 bushels, in the same countries in 1927.



PROVENDEINE



# ASSOCIATIONS

## CONVENTION CALENDAR

February 19-20.—Semi-annual meeting of the Eastern Federation of Feed Merchants, at Binghamton, N. Y.

February 19-21.—Minnesota Farmers Elevator Association, Hotel West, Minneapolis, Minn.

February 21-22.—Annual meeting of the Ohio Farmers Grain Dealers Association, to meet in Toledo, Ohio.

February 21.—Annual meeting of the Tri-state Country Grain Shippers Association, at Minneapolis, Minn.

March 6-8.—Annual convention of the Farmers Co-operative Grain Dealers Association of Kansas, at Hutchinson, Kan.

April 17-18.—Annual convention of the Western Grain Dealers Association at the Hotel Roosevelt, Cedar Rapids, Iowa.

June 6-8.—Annual convention of the American Feed Manufacturers Association, at the French Lick Springs Hotel, French Lick, Ind.

October 14, 15, 16.—Thirty-third annual convention of the Grain Dealers National Association, at Hotel Pere Marquette, Peoria, Ill.

October 14-16.—Annual meeting of the Terminal Grain Weighmasters National Association, at the Hotel Pere Marquette, Peoria, Ill.

October 14-16.—Annual meeting of the Chief Grain Inspectors National Association, at the Hotel Pere Marquette, Peoria, Ill.

## INDIANA DEALERS MEET

By HOWARD RUDEAUX

The twenty-eighth annual convention of the Indiana Grain Dealers Association was held in the assembly hall of the Indianapolis Board of Trade, January 24 and 25, and was called to order at 1:30 by Walter M. Moore, president, Covington, Ind. The Rev. C. E. Line, pastor of the Broadway M. E. Church, of which the late Charles B. Riley was a member, pronounced the invocation. Mr. Moore then introduced E. L. Slack, present mayor of Indianapolis, who addressed the gathering on behalf of the city. Mayor Slack, in addressing the body of grain men assured them that the city as well as himself wanted them to feel welcome, and assured them that all industrial conventions were welcome at all times.

Mark Miller, president of the Indianapolis Board of Trade, in his address of welcome on behalf of the Board of Trade, assured the grain dealers that the officials of the Board and its officers looked forward to the meetings of the grain men with pleasure, and wished them a very prosperous year. E. K. Sowash, Crown Point, Ind., who doesn't want to be called "Mr.," responded by saying he knew the grain dealers were welcome, and should be after meeting in the city for 28 years. Mr. Sowash expressed his delight in being able to be present, and then related some of his experience in selling grain.

Mr. Moore then made a short address, in which he praised the work of the acting secretary, Miss E. S. True, in compiling the program and arranging the convention details. He also praised the committees who served during his term of office, and suggested that the dues of the association be raised.

Miss True then made the report of the Membership Committee.

### REPORT OF THE MEMBERSHIP COMMITTEE

The membership report indicated 409 members in good standing January 22, 1929. Among this number were included 249 principal stations, 102 additional stations, 53 receivers and five associate members. Fifty-seven new members had been secured during the year. Forty-two were lost, the following reasons being assigned: 21 dropped for non-payment of dues, four went out of business, five changed hands, 11 withdrew by letter and one was suspended by the board. This left a net gain of 15 for the year.

Miss True also reported that there were 36 local meetings during the year, as well as one joint meeting with the Illinois dealers.

The report of the treasurer was then made by Mr. McConnell, acting for Mr. Boyd, the treasurer, who was indisposed, and at this time in Florida. His health, however, was reported to be improving. The president then appointed the following committees:

Nominating Committee: Lew Hill, chairman; E. A. Davis, E. K. Sheppard, J. L. Davis, and A. D. Shirley; Resolutions Committee: C. A. Ross, chairman, B. E. Butler, Ross Hutchinson, E. E. North-

lane; Auditing Committee: Percy Brafford, chairman, Dale Phillips, and Ed. Anderson.

Before introducing the next speaker, President Moore said, "I am about to introduce to you a gentleman that I recall at 12 years of age, when I hauled my first load of wheat from my father's farm to his elevator in Richmond, Ind.—John McCordle."

Mr. McCordle read a tribute to the memory of Charles B. Riley, formerly secretary, a part of which follows:

### MEMORIAL TO CHARLES B. RILEY

More than a quarter of a century ago it was my pleasure to become acquainted with him whom now we mourn. This meeting resulted in a friendship, the bonds of which became firmer and stronger year by year. Throughout this long period our interests were largely the same and as we traveled life's pathway, our friendship brought hope and sunshine to us both. I have not words to express what is in my heart at the loss of our beloved friend and associate.

The life and career of Charles B. Riley may well serve as an example and an inspiration to all men who desire to live and die as good citizens and Christian gentlemen. Not spectacular, not brilliant, as the meteor which flashes its angry path athwart the affrighted skies but calm, steady, comforting, is the influence of such a life; as those fixed stars whose constant, gentle glow has cheered the hearts of mankind since eternity began. A calm courageous man, amid the stress and storms of life he pursued the even tenor of his way.

In 1903 Mr. Riley was elected secretary of this association. It was my good fortune to be a member at that



PRESIDENT-ELECT E. E. ELLIOTT

time. During the years 1903 and 1904 the Grain Dealers Association, through its secretary, perfected an organization which accomplished its aim when it succeeded in having the legislature enact the Railroad Commission Law. In 1907 Mr. Riley became secretary of the commission and for four years he rendered distinguished public service in that capacity. He then retired from the commission and was re-elected secretary of the association, which office he occupied until his death.

The loss of such a man is overwhelming, however fervent our hope, however certain is our faith.

The next order of business was a telegram from Bert A. Boyd, now in the Allison Hospital at Miami Beach, Fla. Mr. Boyd wished to be remembered to all and hoped the convention would be a success. After the reading of the telegram, the body rose in silence for one minute, as a tribute to the late secretary, Charles B. Riley.

Some chemical and physical properties of Hard and Soft wheat were next discussed by Dr. R. H. Carr, of Purdue University. Dr. Carr explained these by moving pictures showing the properties in the varieties of wheat. After the exhibition, the question was asked, "Is the soil of Indiana capable of raising Hard wheat?" Professor Wiaco of Purdue University, assisting Dr. Carr, answered, "No." Then someone asked, "Why does Purdue experiment with Hard wheat when Indiana is one of the Soft wheat growing states, and not adapted with soil for the raising of Hard wheat?" The question was not answered.

Charles Quinn, secretary of the Grain Dealers National Association, Toledo, Ohio, discussed the "Kind of Farm Relief Legislation Congress is Likely to Pass." After quoting from Mr. Hoover's Kansas City speech, Mr. Quinn said, "Herbert Hoover will do all in his power to stabilize farm conditions through creation of a Federal Farm Board and by urging constructive farm legislation. I believe firmly in Mr. Hoover's good intentions in the mat-

ter, and it is evident that Congress will vote as Hoover wishes on the matter, and it is therefore our duty to convince the new President of the needs of the farmers."

The paragraph which Mr. Quinn quoted from the presidential speech was as follows:

An outstanding proposal of the party program is the wholehearted pledge to undertake the reorganization of the marketing system upon sounder and more economical lines. We have already contributed greatly to this purpose by the acts supporting farm cooperatives, the establishment of intermediate credit banks, the regulation of stock yards, public exchanges and the expansion of the Department of Agriculture. *The platform proposes to go much further!* It pledges the creation of a federal farm board of representative farmers to be clothed with authority and resources with which not only to still further aid farmers' co-operatives and pools and to assist generally in the solution of farm problems, but especially to build up with federal finance farmer-owned and farmer-controlled stabilization corporations which will protect the farmer from the depressions and demoralization of seasonal gluts and periodical surpluses.

Objection has been made that this program, as laid down by the party platform, may require that several hundred millions of dollars of capital be advanced by the Federal Government without obligation upon the individual farmer. *With that objection I have little patience. A nation which is spending \$90,000,000,000 a year can well afford an expenditure of a few hundred millions for a workable program that will give to one-third of the population their full share of the nation's prosperity.*

However, it was revealed that there are many different opinions as to what kind of farm relief is necessary in Washington, and since Hoover is a man who chooses his words, the situation is a serious one for the independent grain dealer and elevator operator, Mr. Quinn said. The questions were asked, "Will Congress pass anything? What will Hoover do when he calls the special session? And: How can you stabilize and have future trading?" A spirited discussion followed in the open forum, after Mr. Quinn's speech on possibilities of favorable farm legislation in the present or special session of Congress. Many of the delegates expressed the opinion that the talk of farm relief is purely political and will not be followed by action. Several heated arguments followed, but the general belief was that the farm relief measure is purely political.

The next number on the program was by Ed. Wasmuth, fourth president of the association; his topic, "I Remember."

### MR. WASMUTH'S ADDRESS

It has been 21 or 22 years since I had the distinguished honor as well as the pleasure of serving this organization as its president and almost that many years since I have had any active part in its activities, and when racking my brains for incidents I found that my memory did not serve me as well as I had hoped it would. During the year immediately prior to that in which I served as president of this organization, I had been president of the National Hay Association and the experiences of those two years are the happiest experiences of my life. For several years I served as director of both organizations, as a member of the Arbitration Committee in each organization and in the National Grain Dealers Association, and my contact with the men in each organization, many of whom belonged to all of them, was the best training I ever had. I shall always remember the lessons in clean business methods that I learned in the associations. I believe they were at that time and continue to be today, outstanding examples of effective and worthwhile trade organizations. I am proud of the fact that I once had something to do with their activities.

I presume that in a large way, the problem that we attempted to solve at that time are the problems of today. We wrestled with freight rates and classifications, with receiving market rules and practices, with the eccentricities and foibles of shippers and we attempted to settle disputes between shippers and receivers and, of course, we were constantly fighting over the question of suitable rules for the grading of our products.

The experience that I wish to relate to you in particular, has to do pretty largely with this question of grading. One of the central receiving markets changed its trading rules, those applying to grain and to hay as well, making them very much harsher and drawing an immediate protest from all of the shippers that used that market. I shall not, of course, name the market—no reflection is meant upon it—it was the common practice of markets then to change and either lower or raise their grades as it seemed to be to the advantage of the dealers in the market. This market served a large number of states into which considerable of both coarse grain and hay were shipped. The situation was rather acute and the grades committee of the associations arranged to go to the market and discuss the question with the Board of Trade officials.

We found that wholesalers in that market were buying our products, submitting them to strict market inspection, were bulking the grain and regrading the hay and making their own grades on which they sold to their customers and distributed over a large area of territory. Finally, we discussed the matter with the president of the Board of Trade, who was not a grain man, but as it so happened, a large operator in the manufacture and distribution of hardwood lumber. He listened to the story we told him in the presence of both receivers and shippers and then said that he could not control the grades. That matter would have to be referred to the proper committee but that he was very frank to say to the grain and hay receivers of his market that if he were in the grain and hay trade, he would want nothing better than to compete with them, shipping to his customers carloads of produce with the official certificate of grade issued by the local Board of Trade there.

I came away from that interview wonderfully impressed with the superiority of the organized lumber industry as compared with the organized grain and hay industry and wishing that there was some way in which our organization could put into our trade the same business acumen and clean business methods that existed in the lumber industry.

Since that time I have ceased to be a grain and hay shipper and have become a lumber buyer and I have been somewhat disappointed to find that the speech made by that president of the Board of Trade reflected a principle rather than a practice. Human nature seems to be about the same among sawmill men and lumber dealers that it is among buyers and sellers of grain and hay and furthermore, in that particular branch of trade the bad practices of 20 years ago have not been entirely



eliminated. Last year our company had a large contract for a certain grade of lumber. As the shipments began to come in, we found dissatisfaction with the grade and were obliged to throw out a portion of every car. No particular protest was made and the reasons for the lack of protest were apparent when we discovered that the firm with whom we had the contract, was buying from manufacturers in various sections, lumber of the grade that we had purchased from them, each car to contain 20 per cent of the lower grade. Another instance that happened within the last year was one in which we had purchased lumber from a wholesaler and found in each shipment that the outturn was short of the quantity invoiced and in each of the cars tacked on the wall, we found a scale of the lumber in the car put in by the shipper and his scale of the car agreed with ours and not with the wholesaler who had, without doubt, raised the amount when making the invoice. There is some satisfaction to the merchant or manufacturer who sells his wares on fair representation and by honest business methods, to know that these firms who started out very glowingly with a large business were soon compelled to hunt new territory in which to find customers. Few men of today will do business with those with whom they have to match their cunning and gyp or be gyped.

But if human nature has not changed materially within this 20-year period, there has nevertheless been a distinct improvement in business methods. The house that resorts to trickery is, today, a rare exception and business is on a higher plane. The period has marked the greatest advancement of any similar period in the history of the world. Twenty years ago the automobile was more rare than the flying machine of today. Today its manufacture is the biggest industry in the country and it has helped tremendously in speeding up industry of all kinds. The radio has come to do wonders to civilization in this period and the flying machine is rapidly coming to the place where it will be a more potent accelerator of business than the automobile has been. Seventy-five per cent of the people today are accustomed to the luxuries that only ten per cent enjoyed then.

During this 20-year period the population of the country has grown approximately 25 per cent and the wealth of the country approximately 125 per cent. The amount of money in circulation has tripled, bank deposits have increased 500 per cent, saving deposits 200 per cent, value of the products of manufacturers has increased 400 per cent, the use of electricity for all purposes has increased 800 per cent.

With this great increase in business new methods have come. During the similar period just preceding the one we are considering, our legislators were busily engaged in trying to prevent by law the formation of trusts and mergers. During this 20-year period we have been gradually receding from that position of antagonism and have recognized the necessity of great combinations of capital and the desirability of the merging of industries for mass production and reduced costs of distribution.

We have fought a running fight with the bug-a-boo of co-operative effort, but today in spite of opposition it holds the stage and is a recognized factor in our rapidly growing business structure.

At the moment we are confronted with the on-sweeping force of the chain store movement that is taking the country and all but putting the individual merchant out of business. It is scarcely worth while to combat or even to criticize these innovations if they promise any saving in cost of production or distribution. If the new process is not well conceived or well thought out, it will fail of its own accord but if it affects a saving to the ultimate consumer, no effort will avail to stop it. It may get off on the wrong foot and the initial effort fail but if the principle is correct, the way to put it into practice will be found.

Perhaps we have wrestled with production and solved the problem with the merger idea only to be confronted with the necessity of solving the bigger question of distribution. We strive to reduce the time of delivery as well as increase the volume of transportation. Transportation is, without doubt, a big problem. More highways and better highways and wider highways must be built and we are going feverishly about the building of them. The country must have waterways and a half a billion dollars are appropriated for the asking. That's just a start. Within another 20 years there will be a net work of waterways with ships and barges going across country to supplement the efforts of the railways, the electric lines, the trucks, automobiles and flying machines to take care of our ever increasing traffic.

Verily it is an evolution of progress and advancement in commerce and industry. No previous generation has approached the accomplishments of this one. A careful study of history will not reveal a century of years of any civilization that can show such a revolutionary advance as have these twenty.

Grain dealers may think that they have been hard hit by the readjustment that has accompanied this evolution. So do most others. The obvious conclusion is that we must adjust ourselves to the new and changing conditions.

There is anything we have to regret about the tremendous changes that have come about or if we have been pushed to one side to any extent, by the tremendous onrush of industry, we have but to reflect that the business of today is tremendously greater, that opportunities are more plentiful, that the situation with the average man is wonderfully better than it was in that day, that America has grown so great that it now occupies the center of the stage in the civilized world, the wealthiest nation, the most advanced nation in every respect and the best nation in which to live.

Among those of us who are slowly passing off the stage the time has come for reflection. Even though we cannot claim credit for much of the transformation, we can at least find some satisfaction in having helped to lay the foundation. We are proud of the fact that we fought for clean business methods which are stabilizing influence in all the development.

The meeting adjourned for the day, and Lew Hill invited all delegates to attend the banquet at the Flks Club, with a program of music and vaudeville. Mr. Hill, a chairman of the Entertainment Committee, was congratulated on the success of the banquet.

#### FRIDAY'S SESSION

The meeting was called to order by Walter M. Moore at 10:00 a. m., on Friday. The first topic was, "A Rural Program for the Grain Dealers," by Alfred Hesler, county agent of Fountain County, Ind. Mr. Hesler pointed out the important position grain dealers and elevator operators occupy in their communities and urged closer co-operation of the grain dealer and farmer, laying special stress on quality of production rather than quantity. "Induce the farmer to produce a surplus, but the sur-

plus should be one of quality," urged the country agent. Uses of fertilizer were also discussed, and their effect on production was explained. Mr. Hesler distributed copies of one of his recent tests in the Fountain County Fertilizer Project, showing the effect relative to production of quality.

The second discussion, "Bigger and Better Corn Crops," was led by E. E. Elliott, Muncie, and others who cared to take part in the discussion.

#### MR. ELLIOTT'S ADDRESS

No grain, no cereal, no food making elements of any kind, in famine, in disaster, in distress, in lean years, in years of plenty, corn has stood at the head of all food making grains. In the frozen North, in the tropical South, in the golden West, or the dominant East, the same high praise of its qualities and general usage comes from all.

No wonder those sturdy Pilgrims near Plymouth, Mass., way back in 1621, after they had garnered their crops from a small acreage of land set apart a day of thankfulness to God. For well they knew that their food supply was assured, and that the ravages of hunger would have no place in their home for at least a year. Hence our Thanksgiving Day. No wonder the early settlers, as well as the Indians, centered about corn. They gave it a place in their religious rite, in fact, it was their life. They even set up corn priests, corn directors and corn guardians. They held various functions in connection with their production of their annual crop. It was their life, their sustaining food. In 1498 Columbus reported to Isabel, Queen of Spain, after his first voyage that he had seen fields of corn in this continent 18 miles long. Carter in 1535 saw great fields of corn where Montreal now stands. It is said that long before the white man came the Indians had more than 100 ways of preparing corn food.

Each year we have added to this number, until now we can boast of hundreds of different things made from corn. No family home can hope to get through a single day without eating corn in some form. The morning biscuits are shortened by a compound which contains corn oil. The flapjacks are corn meal or a flour mixture containing it. Our cereals of 100 different makes are also a part of our daily rations.

For a number of years, we have raised almost 3,000,000,000 bushels of corn annually, a value of over \$2,000,000. From this amount 40 per cent was fed to hogs; 20 per cent to horses; 15 per cent to cattle; 4 per cent to poultry; 1 per cent to sheep; 3½ per cent for human consumption; 5½ per cent to stock not on



RETIRING PRESIDENT WALTER M. MOORE

farm; 6½ per cent ground in merchants' mills; 1½ per cent for export, and 3 per cent for other usages and loss.

From the germs we produce the corn oil, oil cakes, oil meal, table oil, soaps, glycerine, etc. From the body of corn are starches, dextros, glucose, corn syrup, vegetable glue and gluten meal. From the hull we produce the bran, from the corn cobs, pipes, telephone receivers, phonograph records, varnishes of different kinds, mucilage and dyes. The corn husk and corn stalks are manufactured into paper. Quite a large plant is now being operated in Danville, Ill., by the Cornstalks Products Company, and we understand that the Government is considering an experimental plant in Indiana on this line. We manufactured annually 900,000,000 pounds of cornstarch; 2,000,000 pounds of corn syrup; 200,000,000 pounds of corn sugar; 100,000,000 pounds of corn oil. Our export for the past six months totals more than 14,000,000 bushels or almost 10,000,000 bushels more than the same calendar months last year.

I have said all of this that I might ask this question, "Is Indiana contributing her part, or is she receiving from this gigantic consumption her portion or the amount due us?" In 1917 we raised in Indiana 196,776,000 bushels; in 1918, 165,000,000 bushels; in 1919, 180,000,000 bushels; 1920, 195,000,000 bushels; 1925, 203,000,000 bushels; 1926, 177,000,000 bushels; 1927, the low sum of 132,458,000 bushels; the past year a little more than in 1927. You might be interested in knowing that White county led in production. They raised 3,240,000 bushels of corn in 1927. Tippecanoe county raised 2,638,000 bushels; Henry County 2,535,000 bushels.

You will notice by these figures, we are gradually slipping down with the exception of 1925. The consumption on the farm has increased. This is more noticeable in the dairying and poultry line. Also I have been authentically advised by a terminal market that for a number of years our corn has been lowering in grades. The number of damaged grains have increased and the lighter weight per bushel is very noticeable. Buyers will pay one to three cents more for corn raised in Illinois, and the Western States than in Indiana on account of the above condition.

Basing our figures on a slight increase of consumption or demand, we find a shortage of something like 30,000,000 bushels of corn. This amount must be replaced by the purchase of corn from some other state, or its equivalent of manufactured foodstuffs or substitutes of some kind, or deducting the livestock from the farms. To replace the 30,000,000 bushels of corn, we are confronted by a high rate of transportation. Last year we

were compelled to go as far west as Iowa and Nebraska for corn, the rate being almost 15 cents a bushel. Figuring from a standpoint of 30,000,000 bushels of corn at one dollar per bushel, this would mean that farmers and the consuming trade of Indiana paid out \$4,500,000 to railroads and other transportation facilities with no direct benefit to the people of Indiana. \$25,500,000 was sent out of the state for corn for feed and other substitutes that otherwise should have been raised in the state and the state thereby full benefited.

One of the most serious losses we find is in the fact that a large per cent of this corn was not for the purpose of reproduction, the feeding and fattening of hogs and cattle, but for existence of tiding over until another crop. Hundreds of our farmers must now buy corn to feed their horses, milch cows and brood sows until they raise another crop of corn. Substitutes often are quite expensive. From 1921 to 1924, we raised 51,000,000 bushels of oats; in 1925, 59,000,000; in 1926, 61,500,000 bushels; in 1927, 48,000,000 bushels; in 1928, almost doubling any other year, 93,684,000 bushels. As you know the elevators received a very small amount at harvest, and now the whole crop is almost exhausted.

Splendid work has been done in the way of research and experiment by Purdue University, both in fertilizers, soil building and varieties of corn. Also the county agents' work has played a big part, and their interest in the corn acreage contests and all other lines have resulted in some very fine showings. Quoting from a recent letter from G. E. Walker, of Purdue University, in stating one thing full bearing upon the last two years in a rather striking way is the way Sweet Clover is holding up corn yields, as during dry weather it holds up the nitrogen supply for the corn crop in fine shape and carries it through to maturity without the firing a nitrogen shortage produces. An increasing number of five-acre yields are being made with corn after Sweet Clover as well as Alfalfa.

Another practice which is giving fine results and is increasing fast is row fertilization. Broadcast fertilizers on the small grain and then putting seed in the row for the corn seems to be the practical system, and the one which gives maximum results from the fertilizer investment.

Mr. Walker's report also shows a very substantial gain in the improvement of quality, as well as bushels, in the application and use of fertilizer. A test made near Bedford, untreated corn, 21 bushels per acre and 54 per cent sound corn. Lime, acid phosphate, 33 bushels per acre and 59 per cent sound. Lime, manure and acid phosphate, 57.5 bushels per acre and 87 per cent sound. In Jennings County it was practically the same good showing. The Bedford work is on rolling clay land, while the Jennings County test is on the flat land. And a light colored loam soil with a heavy bottom which is rather widely developed in the Southwest. On light sandy fields at Culver, liming so as to get legumes is essential to successful corn growing. Nitrogen is the big limit there next to moisture and the lime must be added to get the legumes for supplying the nitrogen. Alfalfa is the salvation for that section and good corn can be produced on Alfalfa.

Quoting again from Mr. Walker: The results of the corn borer demonstration work this year are not conclusive and nothing outstanding enough to warrant drawing any definite conclusion. However, the Woodburn corn is a good variety for that section, particularly for the lighter colored soil areas. It seems to be able to finish out better than many strains of Reed's Yellow Dent corn. It is about the same size but a little earlier. This variety is becoming more popular in the area north of you, and from our observations I think it deserves a larger place on the thinner land. The M. C. A. variety from Michigan has shown up very well in the district north of Fort Wayne, but I think it is a little too early for your district except for late planting. It is a Michigan variety and looks like a good variety for low muck areas and similar conditions where the frost hazard is unusually great.

In closing, I would like to state that time does not permit the full detail of this subject. I have tried to show the necessity of a corn crop, its value to the farmer and to the grain dealers of the State of Indiana. Also the valuable research and experimental work, and varieties that seem to serve the best in different localities. I have also tried to show the result of the loss of the corn crop, the expense of substitutes, the extravagant cost of transportation in replacing our loss, the depletion of stock on the farm and the alarming loss in bushels the last two years.

E. C. Egley stated he was enthusiastic about better corn crops, rather than bigger crops, as better crops counted far more in the end. Bennett Taylor and C. O. Wise emphasized the importance of the use of fertilizer in the production of bigger and better corn crops. William L. Ingles, Federal supervisor at Cincinnati, very efficiently handled the subject of grain grades and Federal supervision, demonstrating the grain grading equipment, in the absence of C. A. Waalen, Federal grain inspector of Indianapolis. Mr. Waalen was ill and could not be present. J. L. Davis discussed closer co-operation of grain dealers and millers in the big problems that confront both, and spoke encouragingly of the spirit of co-operation which already exists. Mr. Davis said, in part:

#### J. L. DAVIS' ADDRESS

In my experience I think grain dealers and millers have stood shoulder to shoulder and I, as a miller, feel that the grain dealers are my brothers. There may be some parts of the United States where there is a conflict of interest but I have failed to locate such a condition in Indiana.

Except for a few millers in the very large cities, most of us millers are in a way grain dealers as well and that we have a close bond of sympathy with other grain dealers. Grain dealers of this state feel that as Indiana millers prosper they will prosper. Anything that affects the milling industry in Indiana also affects the grain dealers. It is discouraging to look about us and see how conditions are changing and how high a mortality there is among the small mills in Indiana. Endeavoring to analyze the broad field of problems that may be common ground for grain dealers and millers, it seems to me that there are three outstanding:

#### Crop Improvement

Crop Improvement, especially Wheat: You cannot but be impressed with the seriousness of the situation, and with the necessity for each one of you, for your individual good, going home with a determination to co-operate in every possible way in the good and urgent work taken in hand by Mr. Evans' committee.

#### Legislation

This is taking many forms in both nation and state. I propose to touch upon the Resolution of Senator Nye, calling for investigation into the causes for per capita decline in United States in consumption of Wheat. In



1913 this consumption was 5.6 bushels per capita, against 4.3 bushels in 1926, and probably still less in 1928. A decline of 1.3 bushels per inhabitant, or a total of over 130,000,000 bushels per annum. Consider in this connection that before the Civil War three men out of every four were farmers, engaged in producing the nation's food, and it was nip and tuck whether there would be enough food. Today, only one man out of every four is a farmer, and the United States produces enormous surpluses. Probably most people do not realize that today farms are using over 50,000,000 horsepower in the production of crops. That is more horsepower than is used by all our factories and mines combined. Farming has become big business.

With a declining per capita consumption and a tremendously increased production per farmer, we have problems of huge surpluses. It would surely help if Senator Nye's resolution was successful in finding a solution. I wonder if any of you have ever thought how much the intensive advertising of Spring wheat flour by the Northwest, and the wave of substitution of bakers' bread for home made bread, have contributed to this per capita decline in consumption of wheat.

A prominent Indiana miller told me he had made a serious study extending over several months, and including a house to house canvass in the towns and country, and he had very definitely established in his part of Indiana these facts: Where a family used home made bread, (usually from Soft wheat flour) they consumed on an average of 14 loaves a week. When they substituted bakers' bread, (invariably made from Spring or Hard Winter wheat) the consumption fell to less than seven loaves per family per week. Bakers' bread has not the flavor of Soft wheat bread, and people just naturally do not care to eat so much of it. The trouble seems we do not advertise our better wares. The well advertised western miller comes in, takes advantage of modern tendency toward bakers' bread, and not only substitutes western wheat for our home grown, but actually cuts down the total consumption of flour and wheat. Suppose you take this thought back home with you, and observe bread consuming tendencies, whenever you have a chance, take notes, and submit some of the facts to Senator Nye's committee for their guidance. Everybody in Indiana would benefit, and especially the grain dealers and millers.

#### Farm Relief

Mr. Sparks says that the opposition is always unpopular. It is right that it should be. Human nature wants something constructive to work on. If any of us feel that suggested farm relief legislation is uneconomical and fallacious and that it will eventually injure those



J. L. DAVIS, SEYMOUR, IND.

whom it is intended to aid, it is up to us to offer something that is constructive, or keep silence. We must recognize that there is a farm problem, which is crying for solution. Agriculture is the backbone of our country, and particularly of our state. If agriculture does not prosper, we will not prosper, and it behooves us to help. I am making no pretense of being a prophet on this tremendously large and important subject. But I ask your permission to submit a few sketchy and undefined thoughts.

In Rock Island County, Illinois, there has been undertaken a definite work in the interests of the farmer. In this are co-ordinated the Moline Association of Commerce, Rock Island Chamber of Commerce, Rock Island County Farm Bureau, Illinois State Chamber of Commerce, United States Chamber of Commerce, United States Department of Agriculture, Illinois State Agricultural College, University of Illinois.

They are going at the farm problem just as at any business problem. They have surveys gathered and have tabulated information, and when the job is done Rock Island is going to know what it raises and what customers there are to buy it.

In Champaign, Ill., there has been carried on for four years an experiment in farming under a practical business system. This was referred to by the *Indianapolis Star* as "Chain Store Farming," and the *Star* suggested that its success pointed to a new era for farming. The fundamentals are similar to new ideas expounded at a recent convention of the American Farm Bureau Federation, where co-operative production was stressed.

Briefly, J. J. Johnson, director farm management department of Citizens State Bank of Champaign, manages 32 farms, totalling 7,500 acres, which pay \$1 per acre for this management. Many of these farms were losing money until they placed their lands in the system. The idea is extending rapidly, as neighboring farmers have seen the conclusive evidence of benefits obtained.

A recent press despatch from Purdue, indicates that their surveys and studies have proven conclusively that good management was the determining factor in making farm profits. They report examples of records kept on two farms in the same community, operated under similar conditions, showing one farm with a labor income of \$1,300 against a minus \$300 for the other. They state this is typical and conclude that in spite of all handicaps, that farmer can make a success whose type of farming suits his local conditions, who grows crops and livestock in general demand, who produces efficiently and studies his farm business.

Mr. Egley's address on "Bigger and Better Corn Crops," follows, in part:

#### MR. EGLEY'S ADDRESS

I am to talk on bigger and better corn crops, which is a vital and important subject. I am more interested in talking on better things, instead of bigger things, better crops count far more in the end, I am sure. Corporations and individuals in all lines, including religion and government put the better before the bigger, as better work is brought on by better men, the less number often out-works the larger numbers.

Look back a couple thousand years. History and the Bible prove it. You read in the Book of Judges, in a certain war in which better than 3,000 soldiers were set aside and a leader by the name of Gideon with 300 soldiers won the war, because they were better. We read in the same book of big Goliath and a youth named David. The better one won the day.

As a rule the smaller farmer is the better farmer because he has well drained land and raises better crops, corn included. As grain men its our duty to get away from our place of business when possible and get in touch with the farmer, let him feel that we are interested in his crops and work. In most cases you should urge the farmer to plant an early variety of corn, and with a little backward season his corn will mature. I for one admit that we should have taken the stand years ago to fight the big corn, because the large corn as a rule has too much cob, water and grief. The elevator man has difficulty in finding a market for that kind of corn and must look to a corn drier.

In my case last fall, buying corn for the McMillan Company, and others, we had a certain territory with early corn. We bought 3, 5 and 10 car lots as early as October 2, husked out of the stock, hauled to a portable sheller in the field, then direct to the elevator and loaded for the market, and did not have a single car get hot. Earlier and better matured corn is the answer. In other sections, as late as December 15 we had nothing better than No. 5 and 6 corn. It was bigger and later corn, not satisfactory to the dealer that had to find the market. I am strong for earlier and better corn.

The better farmer has his fields and fences and rows cleaner and is not as apt to breed insects, including the corn borer. If we wait until the farmer brings his grain to the elevator, it's too late to find fault with what he raises. Let's find out what he raises, how he takes care of it, when to plant, when to cultivate, when to harvest and when to market ahead of time. It's of vital importance to every dealer to be a big brother to his farmers, and have as a motto, better quality.

A hay dealer in my section had an agreement with a farmer that if the hay is cut and put up according to instructions a premium is given. The farmer got \$1.50 per ton over the other fellows' price because he had something to sell, that the other fellow wanted. The same thing can be done on corn.

"Indiana Wheat from the Millers' Standpoint" was discussed by Frank Hutchinson, who said in part:

#### MR. HUTCHINSON'S ADDRESS

Flours produced from Indiana wheat have for many years held an enviable reputation in the world markets for their particular adaptation to production of pastry, crackers, biscuits, etc.

The soil and climate of our state is particularly suited to production of Soft Winter wheat and these natural advantages have developed the soft milling industry here. The mills of the state are primarily millers of Soft Winter wheat using such varieties as Pool Fultz, Michigan Amber, and Mediterranean Long Berry and on these varieties they have built the reputation of their products. However, within a comparatively small space of years a number of changes have taken place.

Until 20 to 25 years ago, housewives readily accepted Soft wheat flour milled for bread baking purposes. About that time the production of Hard Winter wheat began to increase rapidly in the southwestern states and the Hard Winter wheat flour met with favor from the housewife in northern sections. As a result, a considerable volume of business which had formerly gone to Indiana mills, was appropriated by Southwestern mills and our mills were compelled to seek other markets for Soft wheat flour.

This was found in Southeastern states where the hot biscuit had become famous. Mills also sought connections with cracker bakers and opened connections with foreign markets so that for the last 20 to 25 years Indiana mills have been specializing on Indiana Soft winter wheat, shipping the product to those fields where that kind of flour was demanded.

About 12 to 14 years ago a number of the smaller mills of Indiana, feeling the inroads of Southwestern Hard wheat flours, thought that it might be possible for the farmers of this state to produce Hard Winter wheat. Purdue Experiment Station accepted the challenge and within a few years developed a Hard wheat which largely met the needs of a number of the small mills. But this was far undesirable by practically all of the larger mills because Michikoff wheat was not of sufficient strength in protein or desirable in other characteristics for making flour for bread bakers. Neither was it suitable for milling into soft wheat flours. In a few years Michikoff was practically an outcast and classed as undesirable, selling at a large discount under soft winter wheat varieties. Following Michikoff came Purkoff which Purdue developed as a hardy strain of Soft winter wheat, but it, too, possessed none of the desirable characteristics for use in either hard or soft wheat milling. It's hardness, however, attracted considerable following with the farmer and even this year there is considerable of this wheat sown, altho practically all branches of the grain and milling business have discouraged it.

Incidentally during the past year the acreage sown of Michikoff and Purkoff was the largest in recent years, yet the total crop produced in the state was the smallest in 50 years.

The marketability of a product is more essential than the ability to produce it. Any product must meet with favor from the consuming public before it can be sold, and in determining the price which the product will bring competition must be considered. In the case at point, the question of the quality produced and the competition from the Northwestern and Southwestern states have been the determining factors. Conditions prevailing in Indiana are decidedly different than those in the Southwest or Northwest. Here we have small farms, operated on a system of crop rotation and diversification, the wheat crop being produced in small plots. Under these conditions the wheat produced cannot compete with the hard wheats produced where quantity production methods are followed. From the standpoints of quality and competition, the production of Hard wheat in Indiana is economically unsound. Soft Winter wheat has been produced in Indiana for many years—it is adapted to our soil and climate; it finds a ready market, a considerable premium over the hard varieties almost every year. It may suffer an occasional year from winter kill but records show that only once in 50 years has the winter wheat crop suffered as much as it did last year. From the standpoint of the Indiana Soft

wheat miller, the nearest approach that we have to the ideal in Soft Winter wheat is the Mediterranean Long Berry, Rudy or Michigan Amber varieties. These contain considerable starch, are comparatively low in protein and the flour from them contains a gluten of peculiar characteristics which makes it the ideal flour for cracker bakers and Southern housewives. If any series of experiments are made for the propagation of new varieties of wheat for Indiana, the miller would urge paramount importance be given to quality, and as little deviation as possible be made from the old time varieties.

Mr. Elliott exhibited one of the copies of the first issues of the *Danville News*, Danville, Ill., printed on news print made from cornstalks. Discussion brought some heated arguments. Walter Moore, president of the association, advised against corn pulp enthusiasm. He explained the loss of grain in the shredding process which was estimated at from four to five bushels per acre and also the damage in cutting resulting in the farmer having to pick up a considerable amount of the grain which became musty. Mr. Moore cautioned grain men to look out for this kind of grain, as most of it was worthless. During the discussion it was pointed out that the new industry would not benefit the farmer, and as it progressed would be a menace to the grain dealer. Since the industry has just sprung up, it must not be overlooked that it has passed the experimental stage and even though it is in its infancy, it will as years go on, have its effect on the grain industry.

As many of the visitors from other markets were present and were anxious to leave the city before noon, Mr. Moore introduced the men from the other markets. Among them were Fred Pond, Buffalo, N. Y., D. J. Schuh, Cincinnati, Ohio, H. H. Toberman, St. Louis, Mo., and William L. Engles, Cincinnati, Ohio.

The report of the Transportation Committee was read by Harold Gray, Crawfordsville, Ind. The next order of business was the report of the Nominating Committee, by Lew Hill, chairman. Mr. Hill's report follows:

#### REPORT OF THE NOMINATING COMMITTEE

"Your Committee on Nomination convened this morning, all members being present, having before them the business of nominating a president, vice-president and two directors on the Board. After careful consideration, having at heart the interests of the association, it was moved and seconded that E. E. Elliott of Muncie, Ind., serve as your president the coming year; vice-president, Mr. G. G. Davis, of Tipton, Ind.; directors—Walter E. Moore, Covington, and J. L. Davis, Seymour, Ind. The report was approved and the officers named were declared elected.

The following resolutions were then adopted:

#### REPORT OF THE RESOLUTIONS COMMITTEE

Whereas, The Grain Dealers National Association in their last annual convention, amended Paragraphs 3 of sub-section C, Section 1, Article 2 of the constitution of the Grain Dealers National Association, to clarify Arbitration Rules, and

Whereas, It is desirable that Arbitration Rules of the Indiana Grain Dealers Association be changed to conform with this amendment by the addition of the following sentence: "Nothing contained in this section shall be understood to relieve any member of this Association who is doing a grain, seed, feed or milling business from compulsory arbitration with direct members of the national association."

Whereas, a study of the Constitution and By-Laws and Trade Rules of the Indiana Grain Dealers Association has shown the necessity of the recommending an amendment to Section 6 of the Arbitration Rules, and

Whereas, a further study and discussion has shown the advisability of revising the Constitution, By-Laws and Trade Rules of this Association with a view to having them conform with present conditions and rules in the National and affiliated association.

Therefore, we recommend that the president of this association appoint a special committee of three members to give a thorough study to that end and present their findings at the next annual meeting of this association.

Whereas, various trade associations, including our own have labored for years to establish arbitration, and

Whereas, in some cases adequate legislation has not existed in various states to support awards in such arbitration in the courts, and

Whereas, proposed legislation is being now introduced in the Indiana legislature which conform to our system of arbitration.

Therefore, be it resolved: That this Association support the passage of such legislation at this session of our legislature.

Inasmuch as the incoming administration of our national government has pledged itself to enact legislation for the purpose of farm relief and inasmuch as the Indiana Grain Dealers Association has consistently labored for the prosperity of agriculture since our interests are common, Therefore, we again pledge the support of this association to careful consideration of any legislation on this question.

Whereas, a Crop Improvement Committee on which are representatives of the Indiana Grain Dealers Association, is now doing excellent work, the matter of determining suitable varieties of seed wheat and

Whereas, it appears that this work could well be extended to cover other seeds needed by producers in our state, Therefore, we recommend that this committee broaden the scope of its work to include all seed grain and field seeds.

Whereas, The Indiana Millers Association through action of its Board of Directors on December 19, 1928, unanimously voted an immediate dissolution, and whereas, many millers were already members of the Indiana Grain Dealers Association, and whereas, this association now offers the only medium of concerted effort in the grain trade in this state.

Therefore, be it resolved: That we extend to all millers in this state a cordial invitation to join our association and pledge our organization to consider all problems from the standpoint of both millers and grain dealers.

Whereas, The Indiana Grain Dealers Association has suffered a definite and distinct loss by the death of our beloved secretary, Charles B. Riley, and whereas tribute has been paid to his memory by the Board of Directors



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and John W. McCordle, therefore, we wish to concur as a convention and as individuals in all tributes that have been paid to his memory as his friends, and further that a copy of this resolution be mailed to Mr. Riley's family.

Whereas, this association has also suffered a loss through the death of two additional members of our association, Paul Kuhn of Terre Haute and William W. Suckow, Sr., of Franklin, Ind.

Therefore, be it resolved: That we extend our sympathy to the family of these departed members, since our loss, while great, is not equal to theirs.

Whereas, this convention of the Indiana Grain Dealers Association, has been one of the most successful ever held in point of subjects discussed, interest and attendance, therefore, we wish to thank the following for their part in this achievement: the members of the Indianapolis Board of Trade for their hospitality in extending the facilities of their building for our meeting, for their individual entertainment and for the excellent banquet and dance at the Elks Club, to the various individuals who so kindly consented to appear before this convention, with the excellent addresses to which we have listened, and to the representatives of the various outside terminal markets for the delegations they have sent; to Miss True for the excellent bulletins and work in developing our interest as individuals in our own Association:

The meeting then adjourned, sine die.

## N. W. SHIPPERS' BOARD ELECTS

At the sixth annual meeting of the Northwest Shippers Advisory Board, held two weeks ago in Minneapolis, about 200 members were present. J. F. Reed, who has been chairman of the Board for past six years, was succeeded by Curtis L. Mosher, who had been vice-chairman. R. F. Gunkelman, Fargo, N. D., was elected alternate general chairman and a resolution was adopted providing for the advance to the head of the board each year of the alternating general chairman. The following Executive Committee was elected:

R. F. Gunkelman, Fargo, N. D., chairman; H. A. Feltus, Minneapolis, vice-chairman; H. J. Atwood, Duluth; Herman Mueller, St. Paul; A. S. Nelson, Minneapolis; A. A. D. Rahn, Minneapolis; J. W. Raish, Pierre, S. D.; J. F. Reed, St. Paul; F. H. Sloan, Sioux Falls, S. D.; M. H. Strothman, Minneapolis; A. M. Thompson, Cogswell, N. D.; C. T. Vandover, Minneapolis; Frank Mattson, St. Paul, railroad and warehouse commissioner; A. J. Olson, president of the Minnesota Farm Bureau, and Ray Harding, member of the North Dakota Railroad and Warehouse Commission.

Of a total crop last year of 371,780 carloads in the Northwest, 174,120 had been shipped to market Dec. 31, F. R. Durant, Grand Forks, chairman of the Grain Committee, reported. A total of 41,641 carloads still are held in country elevators, and 156,025 are in farm granaries.

The principal speaker was A. C. Loring, president of the Pillsbury Flour Mills Company.

## IOWA FARMER DEALERS MEET

Fort Dodge, Iowa, was the city which acted as host for the Iowa Farmers Grain Dealers Association, when its silver anniversary was celebrated at the annual convention January 23-25. President S. J. Cottingham, Stanhope, Iowa, presided and in his opening address he traced the history of the farmers' elevator movement. Another address which contained similar data was that of R. A. Holman, president of the Rockwell (Iowa) Elevator Company, whose subject on the program was "Forty Years of Co-operative Elevators." Secretary J. P. Larson, Fort Dodge, gave his annual report, in which he said among other things:

All of the association services and benefits cannot be figured in terms of dollars and cents, for there are a great number of matters of a general discriminatory nature on which the figures would have to be estimated. However, in taking some of the departments conducted by your state association and using only the actual figures of member companies that are making use of the service, we have figured the rates that would have been required for such services if the association were not in business, and find that the figures are as follows on the business handled without taking into consideration the large number of companies that could also take advantage of this service and make a saving thereby.

Workmen's compensation insurance premium, a saving each year of \$2,759.

Corporation law service, an average each year of about \$16,000.

Income tax claims, which in most cases would not have been handled at all if the association was not taking care of this kind of work, an average saving each year of more than \$25,000.

Surety bond premium, an annual saving which averages \$11,714 with net savings on auditing cases, \$9,272.

The departments mentioned are only a small part of the association's work and service, and as the actual dues charged during the year amounted to \$12,074.51, the net cash saving to the association membership, counting the dues received from all members, and the smaller number of companies making use of the departments, would amount to \$52,870.49.

While the saving referred to amounts to more than 500 per cent on a dues basis, the percentage would be a great deal larger if all member companies took advantage of all the departments referred to.

He also spoke on bleaching, legislative activities of the association, car cooperation, income tax aid, surety bonds, managers' meetings, insurance and traffic questions.

Another subject which received considerable attention was "The Futures Market and the Farmer," by J. M. Mehl, grain exchange supervisor, United States Department of Agriculture, Chicago, Ill.

Others who spoke included A. B. Traeder, Odebolt, who talked on "Up-to-Date Elevator Equipment"; Frank Robotka, Iowa State College, Ames, whose subject was "The Farmers' Elevator Movement"; G. A. Dabinett, Federal grain supervisor, Cedar Rapids, Iowa, who talked on "The Grain Grading System"; E. V. Maltby, Chicago, on "The Grain Marketing Business"; and others.

The officers were re-elected, including: President, S. J. Cottingham, Stanhope; vice-president, H. F. Toben, Palmer; treasurer, J. C. Riedesel, Glidden. Directors were re-elected, except that the following two new directors were named: R. W. Carter, Sergeant Bluff, and N. K. Anderson, Thompson.

The following resolutions were adopted:

We, the members of the Farmers Grain Dealers Association of Iowa have confidence in the ability of our president-elect, Herbert Hoover, to secure for agriculture its just place among the industries of the nation, and we are relying upon him to select as his Secretary of Agriculture a man of ability and one who has constructive vision and sympathy for the industry he will represent.

Whereas, the protective tariff policy is endorsed by the leading political parties and approved at the polls by a great majority of our voters, and,

Whereas, the present tariff rates on nonagricultural products are sufficiently high to enable the industries to prosper as never before, and,

Whereas, the duty on many of the most important agricultural products, especially the products of which we are engaged in the marketing, is so low as to afford little or no protection and is in effect a tariff for revenue only; be it

Resolved: That we present an imperative call to Congress in general and to our Iowa senators and representatives in particular for a prompt revision upward of present rates on all grain and grain products as well as on such products as are now imported and used by the manufacturing industries, but which can and would be supplanted by grain or grain products if adequate tariff rates are levied on all such competing products.

We strongly commend the position taken by President-elect Hoover in regard to the development of inland waterways and urge immediate action in this matter.

We strongly disapprove of the policy of any farm organization to enter into the merchandising business in direct competition to farmers elevator companies.

We favor the retention in the township of all of the rights, powers and privileges now vested therein.

## MUTUAL FEED DEALERS MEET

BY ELMER M. HILL

Co-operative feed buying organizations operating in New York State are detrimental to farmer interests and have been largely responsible for high prices prevailing on feed products, according to speakers at the annual convention of the Mutual Millers & Feed Dealers Association, held in Buffalo, N. Y., at the Hotel Buffalo, January 17-18.

Resolutions setting forth the views of the association on co-operative feed buying organizations were drafted and will be sent to Henry Morgenthau, Jr., chairman of the special committee appointed by Governor Roosevelt of New York. The purpose of this committee is to investigate agricultural conditions in the state with the view of effecting farm relief legislation. The Co-operative Grand League Federation, Inc., with headquarters in Ithaca, was specifically named in the letter to Mr. Morgenthau, Jr., as an example of the creation of a concentrated volume of purchase and sale of feed products which, the association believes, is almost wholly responsible for current high price levels.

"Our attitude toward co-operative purchasing is not aimed at any one class," explained James D. Ditzler, secretary of the association.

"It is the opinion of the Executive Committee of the Mutual Millers & Feed Dealers Association that co-operative purchasing and distribution by some agencies has tended to keep grain and feed products used largely by the farmers of the state at an unwarrantably high level."

Another resolution endorsed by the Buffalo convention of millers and feed dealers authorized a special committee to confer with the New York State Bureau of Farms and Markets for the purpose of bringing about a reduction in grain and feed registration fees from \$25 to \$10. Members appointed to serve on this committee include E. E. Godfrey of East Aurora, N. Y., E. B. Houghton of Cattaraugus and Walter C. Ehm of West Valley. The resolution on registration fee was adopted by the convention after speakers in favor of the change pointed out that the \$25 fee works a hardship upon small rural feed dealers who are required under the law to pay the same annual fee as the larger feed merchants in the cities.

The New York State Bureau of Farms and Markets was asked in a resolution adopted at the convention to discontinue its practice of quoting wholesale prices on feeds and grains in frequent bulletins sent out from the headquarters of the bureau to farmers and farmer organizations.

Mayor Frank X. Schwab, of Buffalo, welcomed the convention to the city and presented to Emmons B. Dunbar, of Little Valley, president of the association, a gold key to the city. About 50 western New York and northwestern Pennsylvania members of the Mutual Millers and Feed Dealers Association attended the Buffalo convention. They

were entertained at a banquet in the Hotel Buffalo and later at a theater party.

The aid of State Senator Leigh G. Kirkland, head of the New York State Committee on Agricultural Relief, will be sought by the association in getting authoritative action on the resolutions adopted by the organization at the Buffalo convention.

## RECENT JAY BEE INSTALLATIONS

The following companies have recently installed Jay Bee feed grinders in their plants:

The Kirk Feed Company, Greenfield, Ind.; Lyon & Greenleaf Company, Wauseon, Ohio; Fred Diefendorf & Son, Sharpsville, Pa.; M. F. Roberts & Son, Weshart, Mo.; Lemon Milling Company, Bedford, Ind.; Uniondale Equity Exchange, Uniondale, Ind.; Marshall Feed & Grain Company, Marshall, Ind.; N. W. Mattix & Son, Frankfort, Ind.; D. W. Long, Dixon, Ohio; A. B. McDonald, Washington Court House, Ohio; Owen-Peake Feed & Grain Company, Astoria, Oregon; Berne (Ind.) Hay & Grain Company; G. G. Davis, Atlanta, Ind.

## GRAIN TRADE PATENTS

Bearing Date of December 18, 1928

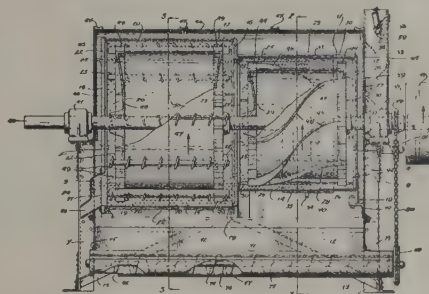
Food Product.—Howard F. Weiss, Madison, Wis., assignor, by mesne assignments, to Wood Conversion Company, Cloquet, Minn., a corporation of Delaware. Filed April 20, 1918. No. 299,760.

Claim: A stock food comprising the composite sugar products of hydrolysis of western larch wood, including galactose, in a concentrated state and in admixture with finely divided hydrolyzed larch wood residue.

Bearing Date of January 8, 1929

Grain washer and drier. Timothy C. Manning, Omaha, Neb. Filed February 11, 1927. No. 1,697,875. See cut.

Claim: In a machine of the character described, a foraminous cleaning cylinder receiving the grain, a foraminous drying cylinder arranged coaxially of said cleaning cylinder, a shaft extending through said cylinder, a plurality of obliquely disposed vanes carried by said shaft and extending substantially the full length of said drying cylinder, said vanes being adapted to carry the grain around the inner surface of said cylinder.

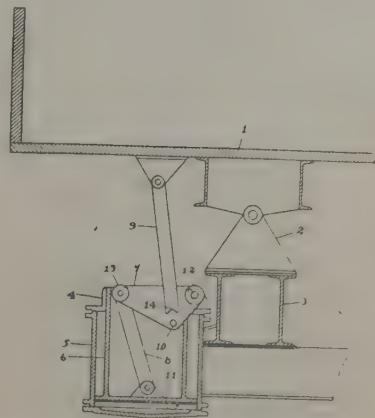


der and also move it longitudinally into said drying cylinder, a plurality of obliquely disposed beaters carried by said shaft, said beaters being adapted to engage the grain and shift it longitudinally along the drying cylinder, and means for discharging the cleaned and dried grain from said drying cylinder.

Bearing Date of January 8, 1929

Dump Car Body-Tilting. Mechanism. William L. Burner, Aurora, Ill., assignor to Koppel Industrial Car & Equipment Company, Pittsburgh, Pa., a corporation of Pennsylvania. Filed April 3, 1928. No. 1,698,535. See cut.

In a dump car, an underframe, a body tiltably mounted thereon, a pressure operated body tilting cylinder, a



piston in said cylinder, a member fulcrumed at the side of said cylinder, means on said body and piston connecting to said member for operating said body.

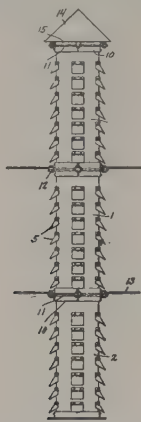
Bearing Date of January 15, 1929

Grain Ventilator. Roscoe Renshaw, Strasburg, Ill. Filed June 3, 1927. No. 1,699,375. See cut.

Claim: A grain ventilator comprising an upright ventilating stack consisting of a plurality of sections disposed one above another in alignment and in endwise contact, flanges upon the meeting ends of the sections having registering openings, bolts secured through said



openings and connecting the sections of the stack in a vertical series, the walls of the sections having ventilating openings, baffles upon the sections extending oppo-

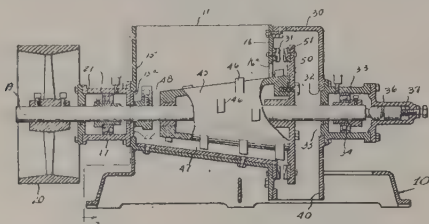


site said openings to prevent the passage of grain through the openings, and brace rods secured at their inner ends by certain of said bolts and extending radially from the stack.

#### Bearing Date of January 15, 1929

Attrition Mill. James G. Bryant, Port Huron, Mich. Filed March 22, 1926. No. 1,698,838. See cut.

Claim: An attrition mill consisting of a frame portion having substantially vertical end walls, aligned bearings supported upon said walls, a shaft supported in said bearings, an attrition element carried by said

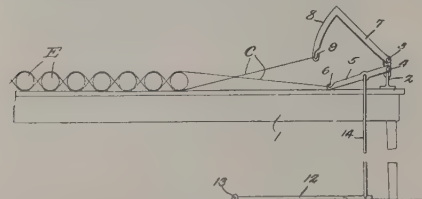


shaft and adapted to co-operate with another attrition element fixed to said frame portion and a separate pedestal for supporting said frame and parts carried thereby.

#### Bearing Date of January 29, 1929

Apparatus for Stringing Seed Corn. George P. Heikes, Watseka, Ill. Filed May 2, 1928. No. 1,700,163. See cut.

Claim: The combination with a supporting structure, and superposed shafts journaled thereon, of needles extending from and movable with one of the shafts, arms extending from and movable with the other shaft, needles extending from the arms at angles thereto,

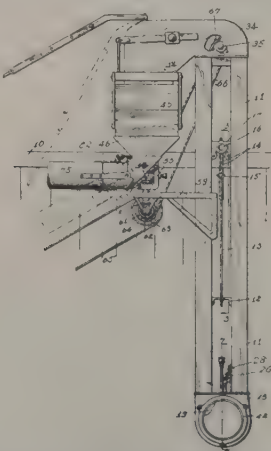


means on all of the needles for engaging a cord, an operative connection between the shafts for positively rotating them in opposite directions respectively, and means for actuating the shafts to oscillate the needles simultaneously in opposite directions respectively.

#### Bearing Date of February 5, 1929

Conveyor for Grain Weighers. Arthur C. Van Houwelling, Pella, Iowa, assignor, by mesne assignments, to Hart Grain Weigher Company, Peoria, Ill., a corporation of Illinois. Filed November 19, 1928. No. 1,701,023. See cut.

Claim: In a device of the class described, a discharge hopper, an elbow pivotally mounted to discharge



end of said hopper, a discharge pipe, means for pivotally connecting one end of said discharge pipe to the discharge end of said elbow with the inner end of said

discharge pipe spaced therefrom, and a pipe section for connecting the end of said discharge pipe with the end of said elbow in such a manner that free pivotal movement of the discharge pipe will be permitted.

## TRANSPORTATION

### TEXAS HAY RATES ALTERED

Until August 31, 1929, the new hay rate schedules affecting the Texas and Texas-Louisiana trade have been suspended by order of the Interstate Commerce Commission. Both reductions and increases in rates would have been caused by the new tariffs.

### HUTCHINSON HEARING THIS MONTH

The complaint of the Light Grain & Milling Company, filed with the Interstate Commerce Commission, against the Santa Fe line, will be given an official hearing at Hutchinson, Kan., February 28. Examiner Gwynn will represent the commission.

### DAKOTA HEARING IN MARCH

The Interstate Commerce Commission announces that March 9 is scheduled for hearing the case of the Farmers Grain & Trading Company against the Minneapolis, St. Paul & Sault Ste. Marie Railway Company.

The official hearing will be held at Grand Forks, N. D., with the commission represented by Examiner Harraman.

### FARMER COMPANY WINS A POINT

The rate on grain from Monticello, Guernsey, and Yeoman, Ind., to Chicago, Ill., has been endorsed by the Interstate Commerce Commission, after it was protested by the farmers elevator company operating in the towns mentioned.

The same rate applied to grain reshipped by lake or lake-and-rail, however, is termed "unduly prejudicial." The undue prejudice has been ordered removed at once, but reparation is denied the shippers.

### EAST-TO-WEST GRAIN RATES ORDERED CHANGED

The Interstate Commerce Commission, in a decision made public February 8, in a proceeding on complaint of the South Dakota Board of Railroad Commissioners held that rates on corn and other coarse grains from Iowa to Colorado destinations are unreasonable. The rates from South Dakota to Colorado, Utah, California, and other western states were found to be unduly prejudicial as well as unreasonable.

Reasonable and non-prejudicial rates were prescribed by the Commission, effective May 1, 1929.

### HIGHER HAY AND GRAIN RATES FORESTALLED

The Interstate Commerce Commission has suspended from February 1 to September 1, of this year, the operation of recent supplemental rate schedules attached to tariffs of the "Mo-Pac", Kansas City Southern, and the St. Louis-San Francisco railroads.

The suspended schedules propose to cancel the application of the Kansas City (Mo.) basis of proportional rates from various interior junction points located in southwestern Missouri and southeastern Kansas, on shipments of grain, grain products and hay destined to points in Arkansas, Mississippi, Missouri, Illinois, Oklahoma and Texas, which would result in higher joint through rates or combination rates on this traffic.

### WAR DEPARTMENT ISSUES BARGE RATE NOTICE

A tentative agreement on joint rail and water rates between the Inland Waterways Corporation and the railroads has been reached, according to an announcement this month by Secretary of War Davis, which follows in full text:

"I have been informed by Maj. General Ashburn, chairman of the Inland Waterways Corporation, that a tentative joint rate agreement, subject to approval, has been reached by officials of the railroads and Waterways Corporation, as a result of the conferences on joint rates, recently held in Washington. I appreciate the spirit in which both sides carried on the conferences. If the agreement is approved by the railroad executives and by me, I regard it as the most important development for the whole waterways movement in co-ordination and co-operation with the railroads that has ever been accomplished."

### KANSAS GOVERNOR TALKS GRAIN RATES TO SENATORS

The Interstate Commerce Commission "has distinctly failed to do its duty under the mandate of Congress" contained in the so-called Hoch-Smith resolution, the Senate Committee on Interstate Commerce was told this month by the Governor of Kansas, Clyde M. Reed. He appeared to

testify in favor of the Capper resolution, directing the Interstate Commerce Commission to take action on adjustment of freight rates upon export grain and grain products, Governor Reed said:

"We are afraid that unless the Congress acts, the commission may ignore this very patent influence in our agricultural situation."

An unfair adjustment of freight rates has taken from the southwestern wheat dealer and grower the natural advantage of favorable location with regard to transportation, asserted the governor. An investigation by the commission of northwestern railroads "failed to give a correct picture of the situation," he said. Export rates, he added, constitute the most important single factor in relieving the wheat situation.

"It is a well known fact," continued Governor Reed, "that the Canadian railroad rates on wheat, whether moving to the Great Lakes or all-rail to the Atlantic seaboard, are much lower than railroad rates in the United States, which gives the Canadian wheat farmer a distinct advantage over the United States wheat farmer in reaching the world market, and this applies with particular force to the wheat farmer in the Southwest, who is situated an average of about 800 miles from deep water at Galveston, or other Gulf ports. The average haul from the Canadian prairie provinces to the Great Lakes is between 750 to 800 miles, and the average haul to Quebec or Montreal is about 1,750 miles.

"The average distance from the wheat fields of Minnesota, North Dakota and South Dakota, to Duluth, the head of the Lakes, is about 375 to 400 miles, about half the distance of his Canadian neighbor to the north. For his railroad service to the Lakes, the northwestern wheat farmer pays about the same railroad rate as is paid by the Canadian farmer for double the amount of service given, but considering the problem from the standpoint of total cost in reaching the world market, the Spring wheat territory, except Montana, is not at any serious disadvantage as against the Canadian farmer.

"Stated in another way, the cost of moving a bushel of wheat from the American Spring wheat territory and the Canadian Spring wheat territory to Liverpool, for example, is about the same, and will average about 31 cents a bushel.

Returning to the transportation situation of wheat-carrying railroads of the central west and southwest, the governor said:

"The Hoch-Smith Resolution was passed on January 30, 1925; over four years ago. Not a single case of major importance coming within the scope of this resolution has been decided by the Interstate Commerce Commission except, perhaps, a grain rate case in the Northwest, in which the northwestern railroads were asking for an increase in their rates, and the commission refused the increase.

"In a case affecting the movement of citrus fruits from California and peaches from Georgia, and a few other minor cases, the Interstate Commerce Commission has referred to the Hoch-Smith Resolution as affecting its views, but from our standpoint, the Hoch-Smith resolution was not passed by Congress to affect luxuries on the breakfast table, such as citrus fruits and peaches. Our understanding of its real significance was that it should apply to the principal products of agriculture, such as grain, livestock, and cotton, and not a single case of that kind giving agricultural producers any relief has in these four years been decided.

"As the great administrative body of the country dealing with this most important subject, the Interstate Commerce Commission has distinctly failed to do its duty under the mandate of Congress.

"It is true there is now pending what is known as the general grain rate case, an investigation by the commission of all grain rates in all of the western territory, including export rates to all ports of the United States through which export grain moves. But this case has been in progress now for two years, and the end can hardly be said to be in sight.

"In the inception of this case nearly two years ago, the danger of losing sight of the producers' interest, in the maze of such tremendous record, was pointed out, and request made that this investigation be divided into two parts, one part having to do with the producers' rate to the primary market, and the other part dealing with the markets and market relationships. This was not done. The delay that has occurred was pointed out at that time as being inevitable if the present policy was followed.

"When we started into this case we hoped that some of the discriminations would be removed and some of the unreasonable rates lowered in time to benefit the crop of 1928. It does not now seem possible to get action in this case in time to help the crop of 1929. The crop of 1930 seems the first that can hope for any relief from this source, and by that time it will have been more than five years since the Hoch-Smith Resolution was passed. No wonder the western farmer grumbles over his situation. He has a right to complain."



# FIELD SEEDS

THE seed industry has a good many things to contend with, and there is justification for saying that it requires men of some considerable intelligence to steer clear of the pitfalls. For one thing, how many other business men can say, as can the seedsman, that the defects of his merchandise are not of his own making? How many other merchants must deal in commodities which may acquire defects about which they will know nothing, unless scientific tests are applied after the goods are on hand? Not only is there this difficulty, but the seedsman deals in a perishable product. He cannot allow seeds to accumulate in stock and remain on hand for years, still expecting his merchandise to give satisfaction. The possibility of poor seeds being produced cannot be rectified by legislation, because Nature may not recognize the necessity of complying with man-made laws. Any statutes which are placed on the books with a view to insuring good quality in seeds being sold must be directed at the seller rather than the producer. The control of the production has a good many other sides to it besides the matter of guarding against defective seeds. There are the possibilities

## Builds New Seed Plant in Frisco

building has been landscaped and window boxes have been placed across the front of the structure at two floors. As time goes along the appearance will be still further improved and the plant is certain to prove one of the most attractive industrial properties in its locale.

New equipment has been installed in the building, modern in every respect. It is completely sprinklered, has redwood block floors, and large windows; in fact, everything possible has been done to make it an up-to-date plant which combines requirements for efficient operation with a neat appearance. The employees have been given ideal working conditions and the management aims to

Grandview, his son, Walter Ray passed away in Cincinnati, there being less than a week's time between their deaths. The body was taken to Grandview and buried by the side of his father. The elder Ray was well known in grain and seed circles in southern Indiana.

A new type of extension work was offered the farmers and seed dealers of Dubois County by the county agricultural agent, C. A. Nicholson, who staged a seed show at the Dubois County state bank at Jasper on February 13, which event brought farmers from all parts of the county. The show was free.

Farmers preparing for spring sales have been advised by H. R. Kraybill, state chemist and seed commissioner, that when seed is advertised for sale by means of the public press, sale bills and other circulars must be properly tagged in order to comply with the Indiana seed law. This information has been broadcasted by Dr. Kraybill.

Louis L. Kindermann, of Kindermann's Sons, retail seed dealers at Boonville, Ind., who has been seriously ill with pneumonia during the past several weeks at his home, is getting along nicely now.

Floyd Gladish is erecting a new warehouse at Petersburg, Ind., and will engage in the seed and grain business.

## BADGER STATE SEED NEWS

By C. O. SKINROOD

The seed market has been very quiet in the last 30 days due to the January storms and zero weather which have been worse this year than any season for many years past. Seed handlers here declare that in all probability the ice sheets which covered the state have had a disastrous effect on the Clover and Alfalfa seeding of the state, but the exact extent of this damage is very hard to estimate and cannot be stated with absolute certainty until the crops begin to grow up in the spring.

The Red Clover market is holding about steady. The supplies of seeds are a little larger than expected, especially as the January demand for seeds was disappointing during the very severe weather. There was no advance in the market during the last 30 days, indicating that if there is any aggressive demand to be met, it has not shown up yet.

The Timothy market, on the other hand, is more distinctly bearish. The offerings of Timothy are more plentiful and there has been some weakening in prices. There has been very little demand for Timothy seed in the last four weeks. The prices have slipped back about 50 cents per 100 for the month.

The supply of Alsike is very light and buying only fair, in line with the generally small demand for seeds during January and February. The supplies of Sweet Clover seed in Milwaukee are just fair. The stocks are by no means burdensome. The great question still prevails in this line of seeds as to how much really good seed there is available. Much of the seed offered is decidedly under grade. The supply of Alfalfa seed appears to be fairly short. The trade in White Clover is very small. Seedsmen here find the market is only nominal and there appears to be no public interest in this department of the market.

The supply of seed corn seems to be very plentiful. The leading sellers here state that every Tom, Dick and Harry seems to have a supply of seed corn this year. Apparently, farmers saved seed corn last year on a larger scale than ever before. The quality of seed corn during 1929 also seems to be excellent. There will be no problem of seed scarcity this year, is the prediction.

Early tests of tobacco seed made at the Wisconsin College of Agriculture indicate that seed will be of good quality this year despite the fact that about 20 per cent of the seed submitted seems to be of too inferior a quality to hazard planting. In past years the average of hundreds of tests indicate that about 70 per cent of the seed in the ordinary year is of high germinating quality, about 20 per cent is of poor germination and about 10 per cent is not worth planting. Hence the tests made during 1929 indicate that the seed is even better than normal.

Dealers in Bayfield County, Wisconsin, are handling Alfalfa seed again and a vigorous demand is looked for this spring under the active promotion of the county agent. A two-acre plot for demonstration Alfalfa has been selected at one of the leading road intersections of Bayfield County in the heart of the abandoned Alfalfa territory. Last summer this plot was treated with lime and with fertilizer and this spring it will be seeded with

(Continued on Page 504)



D. M. FERRY & CO.'S NEW SEED PLANT, SAN FRANCISCO, CALIF.

of crop failures and the other natural causes which bring about adverse conditions beyond the management of not only the individual seedsman, but also of the seedsmen acting as a unit in some organization. Not only then is the purity (and also the germination) subject to some variation in the stages of production, but so is the quantity likely to be available.

The types of services given by different concerns in the seed trade have increased greatly in the last two or three decades. Improved equipment has brought about safeguards against many of the natural hazards of the business. The scientific experiments and laboratory facilities have rendered the industry safe from certain handicaps which formerly constituted problems. All in all, the seed trade benefits today by the improvements which have been voluntarily developed during these years by the men who were most responsible for the progress in the trade at large.

One concern which has always played an important part, and which continues to do so, is the familiar D. M. Ferry & Co., organized in 1856. This company has recently added to its facilities in the West, a new building in San Francisco.

This new building is located in what is known as the Bayview Industrial District of San Francisco, close to San Francisco Bay and near the southern limits of the city. The main line tracks of the Southern Pacific Railway are within a few hundred feet of the property and afford excellent spur track facilities.

The general appearance of the building may be gauged from studying the illustration above. Provision has been made for a fifth floor when the company finds this additional floor space to be necessary. There is ample room for other expansion also, since the property comprises three acres.

It will be observed that the ground around the

make things as pleasant as possible for the personnel.

From the San Francisco plant the company supplies the territory lying west of the Rocky Mountains, and the general consensus is that with the new modern plant, they will be better equipped than ever to serve the growing number of western customers. Other headquarters of the company are Detroit and Windsor.

The officers of D. M. Ferry & Co. include: Lem W. Bowen, president and general manager; Dexter M. Ferry, Jr., vice-president; Kirby B. White, vice-president; Edgar W. Bowen, secretary; Julian P. Bowen, treasurer; and Albert E. F. White, auditor.

## INDIANA SEED NEWS

By W. B. CARLETON

Real winter weather prevailed in Indiana during all of the month of January and the seed business was rather slow, along with many other lines. Both wholesale and retail seed men are quite optimistic regarding the outlook for the year and feel like 1929 is going to bring in a larger volume of business to them than last year. They say there ought to be a marked improvement in business by the first of March. Reports from many parts of the state are to the effect that farmers are planning to plant bumper crops during the coming spring and summer. General business conditions seem to be picking up.

W. L. Scott & Son, who recently opened a retail seed business at Jeffersonville, Ind., report the trade outlook gratifying and they are looking for business to pick up right along now. They also operate a seed business at New Albany, a short distance from Jeffersonville.

Following the sudden death a few weeks ago of Jeff Ray, formerly owner of a grain elevator at





## IOWA

The Dunbar (Iowa) Elevator Company has installed a new engine.

D. B. McIntosh has opened the Farmers Produce & Grain Company at Pulaski.

The office building adjoining the elevator of the Farmers Grain Company at Jesup, is completed.

The Farmers Co-operative Grain Company at Webster City has installed two electric motors.

A large Diesel engine has been added to the equipment of the Farmers Elevator Company at Hull.

Edward Day caught his hand in the machinery of the elevator at Mount Auburn, seriously injuring it.

A permit for a \$3,000 grain drier has been granted to the Northwestern Railroad Company at Sioux City.

Ernest Wolford bought at sheriff's sale the Farmers Elevator Company at Pilot Mound. He paid \$2,030 for it.

Mrs. E. E. Stedman has bought the elevator at Newhall which has been operated for the past 18 years by Otto Kaebrie.

W. S. Bassett & Son, grain and feed dealers, have discontinued their business at Vinton. They are selling their entire stock.

The Reid elevator at Hamburg, which was badly damaged by fire recently, has been completely remodeled and is now in operation.

Marr & Young, who sold their elevator at Pierson last August, are dissolving partnership. Mr. Young is going into the automobile business and Mr. Marr is retiring.

The Bowen Elevator & Milling Company of Delta, conducted for many years by J. P. Bowen, has been sold to Gundler Jellum, of Osage. Mr. Jellum will take possession some time before March 1.

A. L. Burnham, of Griswold, has purchased the Gund-Sien & Co. elevators at Lorah, Brayton and Exira. Mr. Burnham, well known to grain dealers in the community, will manage the Exira elevator, while H. M. Jensen will have charge of the elevator at Brayton.

## INDIANA

Notice of dissolution of the Farmers Co-operative Company of Gilman, has been filed.

The Hamlet (Ind.) Grain & Feed Company has installed new machinery in its elevator.

Electric light equipment has been installed in the plant of the Edgerton (Ind.) Grain & Coal Company.

The Uhl-Snyder Milling Company has installed lighting rods on its elevator at Nulltown (Connersville p. o.).

The Mishawaka Grain & Coal Company, of South Bend, has been sold to W. M. Hass. He will use the same name.

The Lincoln (Ind.) Elevator Company has built enclosures for its motors. It also plans the erection of a detached cob house.

The business site of the Witmer Grain Company, Ft. Wayne, has recently been sold. The three story building on it will be remodeled.

The Adamson & Kemper elevator at Blaine (Redkey p. o.) has been bought by Goodrich Bros. Company. It is known as the Blaine Grain Company.

A. Hedworth, of Remington, recently suffered a severe automobile accident when a train wrecked his car. He was in the hospital for several weeks.

The Sellers Grain Company, of Forest, is improving its plant with anti-friction bearings on all cupola line shafting, elevator heads, cleaner etc.

The office of the Hamlet (Ind.) Grain & Feed Company was robbed on January 18. The safe containing books and records was removed. It contained a small amount of cash.

The Northwestern Terminal Company has purchased the site of the Evansville (Ind.) Grain Company on the Ohio River below that city. New river terminals will probably be built here.

While adjusting a clogged corn sheller, Rolla Gaskin, of Foster (Covington p. o.), had his hand injured when the machinery suddenly started. He is now recovering from the amputation.

The old Paul Kuhn Company elevator at Terre

Haute will not be re-opened as formerly stated. The Leeson Grain Company of Buffalo, N. Y., who planned to operate it, will not take on another elevator at this time.

The Clinton County Farmers Co-operative Company, of Frankfort, has added to its equipment a new sheller with roller bearings, and a basement line shaft set in anti-friction bearings.

The Lebanon (Ind.) Grain Company has bought the elevator property of the Boone Grain & Supply Company, and has filed articles of incorporation. They will put up a modern grinding mill and feed house.

A new 20,000-bushel grain elevator is being erected at Pleasant Ridge (Rensselaer p. o.) by the W. C. Babcock Grain Company. A 10,000-bushel crib adjoins it. It will be equipped with Diesel engine, manlift, etc.

## THE DAKOTAS

The elevator of the Wagner (S. D.) Grain Company has been sold.

The Piatt Elevator Company, Cooperstown, N. D., has bought out W. E. Chamly.

The Farmers Elevator Company at Winfred, S. D. has installed a new electric motor.

A head drive has been installed in the plant of the Farmers Grain & Stock Company, Freeman, S. D.

A Fairbanks-Morse self-ventilated motor has been installed in the Minnekota Elevator at Parshall, N. D.

Improvements amounting to \$5,000 will be made on the plant of the Farmers Elevator Company at Winner, S. D.

J. O. Sundet has sold his interest in the Cotton & Sundet Elevator Company, Volga, S. D., to George O. Cotton.

A dump and two elevator drives have been installed in the new house of the Kuroki (Westhope p. o.), (N. D.) Elevator Company.

The Farmers Union Co-operative Elevator Company, Fairfax, S. D., has installed a 5-horsepower motor and a head drive.

The Farmers Grain Company, Tolley, N. D., intends to build an elevator in the spring or early summer. They have recently installed a feed grinder.

## OHIO AND MICHIGAN

The Gerald (Napoleon, Ohio, p. o.) Grain & Stock Company is installing new equipment.

Beans, valued at \$400, were taken from W. E. Laury & Son's elevator at Midland, Mich.

A manlift is being installed by the Farmers Co-operative Grain Company at Kinde, Mich.

A magnetic metal catcher has been added to the equipment of the Farmers Grain & Seed Company, Grelton, Ohio.

The Farmers Co-operative Grain & Supply Company has overhauled its elevator at Ada, Ohio. It will be re-opened shortly.

The Xenia (Ohio) Farmers Exchange Company has improved its plant with a corn sheller, a new conveyor belt, lightning rods, etc.

A warehouse, 100 by 22 feet, to house building materials, will be erected this spring by the Flushing (Mich.) Elevator Company.

Part of the plant of the Carpenter Grain Company, Battle Creek, Mich., which burned on January 5, is to be rebuilt. The damage was estimated at \$35,000.

The elevator of Howard Townsend, North Lewisburg, Ohio, has been sold to O. M. Clark, who will begin operations March 1. Mr. Clark was formerly from Cable, Ohio.

A. B. McDonald, Washington Court House, Ohio, has installed new equipment consisting of a corn sheller, drag, clipper, cleaner, two stands of elevators and an overhead dump.

Cleve G. Heist of Van Wert, operator of a grain elevator at Cavette, has purchased the Bert Schientz interest in the Garman Grain Company, Delphos, Ohio, it is announced.

The McCrumb Company, Grand Rapids, Mich., wholesale dealers and grain and feed brokers, has bought the mill of Charles R. Parish Company. A

sidetrack will be built so that cars of grain and feed can be reshipped. Some of the buildings may later be enlarged.

## MISSOURI, KANSAS AND NEBRASKA

The Dodridge Elevator of Overbrook, Kan., has been bought by John McClune. He is repairing it.

The elevator of the Robinson Milling Company at Hoxie, Kan., is now operated by R. H. Armstrong.

C. D. Jennings & Company announce the completion of their new elevator at Hutchinson, Kan.

Concrete storage tanks of 150,000 bushels capacity will be added to the elevator at Central City, Neb.

The Anoka (Neb.) Butte Lumber Company has bought the elevator of Nye, Schneider, Jenks Company.

B. C. Christopher & Company has opened a branch office at Norton, Kan. C. H. Carleton is manager.

B. F. Foster, grain and feed dealer at Sylvan Grove, Kan., has retired. His building is being used for a garage.

A drive has been installed in the plant of the Solomon (Kan.) Farmers Co-operative Business Association.

The Light Grain & Milling Company has repaired its elevators at Bloom, Greensburg, Brenham (Greensburg p. o.) and Liberal, Kan.

Additional storage of 125,000 bushels will be erected at Harper, Kan., by the Imperial Flour Mills Company.

A. T. Almquist has purchased the interest of R. N. Moncrief in the Salisbury & Moncrief elevator at Elmwood, Neb.

Burglars recently looted the safe of the feed and produce store of Zeron Lawson, Seneca, Mo. Around \$200 was taken.

The Farmers Elevator Company will re-open the mill at Chappell, Neb., it is reported. Otto Nichlous of Utica will have charge.

The new grain elevator of the Nebraska Consolidated Mills Company, Omaha, Neb., is completed. Its capacity is 262,000 bushels.

The Cargill Grain Company, St. Joseph, Mo., has been discontinued. C. W. Cargill, owner, has entered the automobile accessory business.

C. Moltz & Sons, Johnson, Kan., will handle grain in conjunction with their coal and oil business. They are installing an elevating system.

B. Bryan, who broke his arm three months ago, has resumed the management of the grain and feed office of the Farmers Elevator at Greensburg, Kan.

A Farmers Elevator company is being planned for Hadar, Neb. Stock to the amount of \$5,000 has already been subscribed. A new elevator will be erected.

The Starkweather Grain & Coal Company has succeeded Starkweather & Wilson at Clay Center, Kan. Henry Starkweather has bought the interest of A. J. Wilson.

Concrete storage tanks with a capacity of 150,000 bushels will be erected near the present elevator of the Hord Grain Company, Aurora, Neb. A grain drier will be included in the improvements.

A grain business to serve Brenner (Troy p. o.), Doniphan, Troy Junction and Fanning will be opened by Len Howard. A small elevator will be built at Brenner, and the house at Doniphan will be put in use.

A new 15,000-bushel elevator will be erected shortly by the Diller (Neb.) Farmers Grain Company. The old elevator which has been in operation for 35 years, will be dismantled. Wrecking will start April 15.

Tank storage of 1,000,000 bushels is to be added to the elevators of the Kansas Flour Mills Company in Kansas City, Mo. This will increase the company's grain storage capacity in Greater Kansas City to 2,750,000 bushels.

The Exchange Elevator Company, of Arlington, has been reorganized. R. M. Taylor was appointed trustee. Stockholders raised a \$6,000 loan to liquidate the liabilities. John Kuhns is president and R. M. Taylor, secretary of the new company.

The recently organized Valley Grain Company



and the Valley Produce Company are now operating in the old mill at Tonganoxie, Kansas. The mill has been remodeled and the flour manufacturing equipment removed. New modern machinery has been installed.

The remaining assets of the Nye-Schneider-Fowler Company, Fremont, Neb., have recently been sold, thus totally dissolving the company which failed some years ago with a loss to creditors and stockholders of \$2,500,000.

## WESTERN

M. L. Hatfield, of Notus, has bought the grain and feed business of the Pennington Produce Company, New Plymouth, Idaho.

The grain business of E. T. Freepons, Inc., Walla Walla, Wash., has been bought by Henry W. Collins of Pendleton and Walla Walla.

The Fort Morgan Bean & Elevator Company has bought the Logan County mill at Sterling, Colo. They will purchase both beans and grain. They will not manufacture flour. Feed grinding and mixing machines will replace the flour equipment. The property also includes a large warehouse and elevator.

The Worley Union, Inc., has filed articles of incorporation at Coeur D'Alene, Idaho. It will buy, sell, ship and handle grain, hay, feed and machinery. The company is capitalized at \$25,000. Incorporators are Hans Johnson, William Schultz, Noah Fulton, Fritz Magnuson and Hans A. Hansen, residents of Worley.

## ILLINOIS

The Valley Grain Company has sold its elevator at Mahomet.

F. C. Barnett has bought his father's interest in the elevator at Barnett.

The W. Reynolds elevator at Galva, was bought recently by the Quaker Oats Company.

The new elevator and feed mill of Sumner Livingston, at Alta, are now in operation.

The Honefinger Grain Company, Owaneco, has installed roller bearings on its corn sheller.

A dump has been installed in the elevator of the Wakefield Grain Company at Waterman.

The Merna (Ill.) Grain Company will install electric power in its plant in March or April.

The new fire-proof office building of the Farmers Elevator Company, Harmon, has been completed.

The Gahle Company has bought the N. L. Hockman elevator at Adrian. John Gahle is manager.

The elevator of A. F. Downs Grain Company, at Chestnut, is now finished. New machinery installed cost \$5,000.

Clover seed amounting to \$330 was stolen from the warehouse of the Augusta Farmers Elevator at Industry.

Roller bearings have been installed in the corn house of the Farmers Grain & Coal Company at Mason City.

The west side elevator at Pecatonica has been leased by Eben Larson and Leon Peterson, who are operating it.

Misenhelder Bros. have improved their plant at Palestine with a corn cracker, grader and a 20-horsepower motor.

A new concrete elevator is replacing the structure of the Arnold (Ill.) Co-operative Grain Company which burned.

M. B. Speece, manager for 11 years of the Farmers Elevator at Evander, is now at Pontiac, Ill., in charge of five farmers elevators.

Electricity will supplant the gasoline power in the plant of H. L. Mathre, at Davis Junction. The work will be completed this month.

The Ohlman Grain Company has been incorporated at Decatur. Incorporators are Charles L. Leiss, James H. Cloney and John W. Hook.

Plans for the building of a new elevator or repairing the present property of the Cullom (Ill.) Co-operative Grain Company are under advisement.

J. F. Van Gundy's son joined his grain trade business at Walker the first of the year. The firm now operates under the name of J. F. Van Gundy & Son.

The Mt. Auburn & Osbornville (Ill.) Grain Company (Blue Mound p. o.) has installed a small electric light plant for its elevator, feed house and office.

P. G. Klein of Dwight, and Joe Schultheis of Pontiac have leased and are operating since the first of the year the Rogers Grain Company at Graymont.

The Burlington Elevator at Peoria, formerly operated by steam, has had 16 totally enclosed, fan cooled ball bearing motors and Link-Belt Speed Reducers installed.

J. B. Tabor now owns full interest in the Sullivan (Ill.) Grain Company. This corporation consists of the East End elevator at Sullivan, the

elevator at Bruce and the Tabor elevator at Allen-ville, capitalized at \$60,000. Purvis F. Tabor is manager.

The elevator at Vermilion Grove has been bought by the Kendrick & Sloan Company of Indianapolis. Lee Pugh, an experienced elevator man, is in charge. The storage capacity is 50,000 bushels.

The plant of the Springfield (Ill.) Grain & Produce Company, which burned in December, is being rebuilt at a cost of about \$50,000. J. E. Armstrong, president, expects the cracked corn unit and the feed mill to be operating by March 1.

The lumber yard of the Farmers Elevator & Supply Company at Minonk has been sold to the Guy S. Krum Lumber Company, who took possession February 1. The lumber will be moved and the building torn down. The elevator will also be offered for sale, but if a satisfactory deal is not closed, the business will be reorganized and operated by the new owners.

## EASTERN

The Libner Grain Company has been incorporated with \$50,000 capital stock at Norwalk, Conn.

The co-operative Grange League Federation has bought the Wheeler elevator at Buffalo, N. Y.

The business of Montgomery, Straub & Co., Inc., New York City, which was liquidated December 31, is now conducted by Straub & Barry.

Plans have been filed for the new grain elevator of the International Milling Company to be erected at Buffalo, N. Y. Estimated cost is \$220,000.

R. J. Hardy & Sons, Boston, Mass., have discontinued their grain and feed office. Mr. Hardy will continue the business from his home in Hardy.

A 1,000,000-bushel elevator will be erected at Cambridge, Mass., by the Dorchester County Farm Bureau Co-operative Association. It will be located so as to take advantage of water and rail transportation.

Carl F. Andrus and Herbert Pond are now general partners of C. W. Andrus & Sons, New York City. C. Walton Andrus, former partner, has become a special partner. The firm name will continue as formerly.

## SOUTHERN AND SOUTHWESTERN

F. L. Briggs & Son have discontinued their grain business at Paducah, Texas.

The Texas City (Texas) Terminal Elevator Company intends to increase its handling capacity.

R. E. Harrington is operating an elevator at Stratford, Texas. He also has an elevator at Baker, Kan.

The Farmers Trading Association, Morrison, Okla., plans the erection of a new elevator this spring.

The Uhlmann Grain Company, Chicago, and Adolph Kempner have merged their interests at Oklahoma City, Okla.

Three additional grain elevators will be erected in Alfalfa County by the Wheat Growers' Association of Enid, Okla.

A \$50,000 grain elevator has been completed at Pine Bluff, Ark., by the Cook Bahlau Feed Manufacturing Company.

C. O. Brynes and H. L. Kearns are operating their new elevator at Dimmitt, Texas, as the Castro County Grain Company.

A small elevator is being built at Levelland, Texas, by the Joplin Implement Company. Electric machinery will be installed.

A new addition of cement and wood, size 40 by 50 feet, will be added to the plant of the Raton (New Mexico) Mill & Elevator Company.

Additional storage, which will give a total capacity of 3,000,000 bushels, will be built by the Galveston (Texas) Wharf Company.

Contract has been let for the erection of a 2,000,000-bushel elevator at Enid, Okla., for the General Mills, Inc., Minneapolis, Minn.

The Oklahoma Grain & Fuel Company has bought ground adjacent to them in Altus for the erection of a large warehouse for grains, feeds and fuel.

Construction of a new warehouse and extensive repairs are being completed at the plant of the Chickasha (Okla.) elevator. J. B. Coker is manager.

The Simpson Grain Company of Quanah are represented in Plainview, Texas, by J. B. Nichols and J. W. Highsmith who are buying grains of all kinds.

The Farmers Elevator Company, Iredell, Texas, has completed repairs on its buildings which recently burned. Several thousand bushels of grain were lost, and the head house and machinery were ruined.

The Isbell Grain & Commission Company, recently chartered, is conducting a grain and feed business at Sherman, Texas. It specializes in snap corn, maize heads and red oats in carload lots. Wheat and other grains will be handled on consign-

ment and brokerage. H. G. Isbell is manager. The company is capitalized at \$5,000. Incorporators are W. G. Cantrell, A. P. Furche and E. Isbell.

Singley Bros. are now operating in Lubbock, Texas, following the closing of the Wellington branch of Singley Bros. Mill & Elevator Company.

The \$70,000 grain elevator and warehouse being erected by Saint & Co., at Houston, Texas, is completed enough for the transaction of business, it is announced.

The Bewley Mills of Fort Worth, Texas, have let contracts for the construction of 100,000 bushels concrete storage. They will also improve their mixed feed plant.

The new elevator which replaces the one destroyed by fire of the Hillsdale (Okla.) Equity Exchange is now in operation. Its capacity is 14,000 bushels. It is iron-clad.

The Cisco (Texas) Grain Company is operating under new management. The new owners are R. J. Rains and E. W. Tullis. They will buy country produce for wholesale and retail distribution.

The Kimbell Milling Company, Fort Worth, Texas, has let contract to Jones-Hettelsater Construction Company of Kansas City, Mo., for the installation of a 750-bushel Randolph Direct Heat Drier, which will be ready for operation within 30 days.

Contract has been let by the Pillsbury Flour Mills Company for the erection of 750,000 bushels additional storage to its plant at Enid, Okla. This addition will increase the total grain capacity to 2,250,000 bushels. The new building will be completed for the new crop.

## MINNESOTA AND WISCONSIN

The Itasca Elevator Company, Duluth, Minn., may build a new modern elevator, it is reported.

The Equity Co-operative Exchange at Silver Lake, Minn., closed its elevator on December 31.

Another elevator may be built at the terminal of the barge line in Minneapolis, Minn., it is reported.

The terminal elevator of the Riels Company, Milwaukee, Wis., which was recently damaged by fire, has been repaired.

The Farmers Grain & Mercantile Association at Hixton, Wis., has been taken over by the New Richmond Roller Mills company.

The Farmers Union is operating the grain warehouse on the Mississippi River, St. Paul. It will also use the adjoining warehouse.

The Bruley Elevator Company has sold its branch at Neillsville, Wis., to S. A. Van Gordon & Sons Company who own a chain of elevators.

Capitalized at \$50,000, the Smith Mill & Elevator Company has been organized at Minneapolis, Minn. Incorporators are B. L. Smith, R. T. Smith and A. W. Leder.

The Speltz Grain & Coal Company, Walters, Minn., has built an addition to its elevator and also a new office. A feed grinder and two 25-horsepower motors have been added to the equipment.

A. Bergeran has leased the Hoff elevator at Cameron, Wis., and will operate it in connection with his plant at Rice Lake. He has also established a branch at Haugen. He handles grain, feed, seeds, and flour.

## CANADA

The Saskatchewan wheat pool elevator, No. 7, opened recently at Port Arthur, Ont. Its capacity is 6,900,000 bushels.

The Hall Grain Company has been incorporated at Vancouver, B. C., for \$100,000. It will deal in grain, feed and agricultural products.

Grain storage of 1,000,000 bushels is to be added to the public elevator in a \$5,000,000 improvement project for the port of Vancouver, B. C.

A government owned and operated terminal grain elevator and storehouse will be erected at Fort Churchill, Manitoba, for the storing of western Canadian grain.

The Saskatchewan Pool Elevators, Ltd., has let contracts throughout Regina for the construction of elevators amounting to \$200,000. The elevators will range in cost from \$15,000 to \$45,000.

The business of the Westminster Grain Company, New Westminster, has been taken over by the feed and milling company of Vernon & Buckenfield, Vancouver, B. C. The plant at New Westminster will be enlarged, Mr. Buckenfield reports.

North Vancouver, B. C., rate payers will vote shortly on the proposed erection of a 500,000-bushel grain elevator on the north shore of Burrard Inlet, near Vancouver, B. C. The project, including a flour mill, will cost \$1,000,000. W. E. McGaw, A. Melville Dollar and others are promoting the enterprise.

A \$3,000,000 bond issue has been offered for the Western Grain Company, Ltd., Toronto, Ont. The



company was recently incorporated to acquire the holdings of six grain elevators which have been operating in western Canada for periods extending from 19 to 27 years. The Western Grain Company, Ltd., recently organized at Winnipeg, Manitoba, consists of the Western Elevator Company, State Elevator Company, Central Grain Company, Beaver Elevator Company, Spencer Grain Company, and the Western Terminal Elevator Company, Ltd. Combined capacity of the new concern is 11,650,000 bushels.

Elevator companies recently merged at Winnipeg, Manitoba, forming the Canadian Consolidated

Grain Company, Ltd., are Canadian Elevator Company, Ltd., Dominion Elevator Company, Ltd., Empire Elevator Company, Ltd., Thunder Bay Terminal Elevator Company, Ltd., and Winnipeg Elevator Company, Ltd.

Construction is under way, it is announced, for a 2,000,000-bushel addition to the elevator at Sarnia, Ont. Contract has been let to the Fegles Construction Company at Fort William. This new unit will give the plant a capacity of 3,000,000 bushels. The Sarnia Elevator Company, Ltd., and the elevator committee of the city council will supervise construction. Estimated cost is \$650,000.

## OBITUARY

**ADRIAN.**—M. M. Adrian, of Mattoon, Ill., passed away on December 26.

**BORNHOLDT.**—Charles Bornholdt, elevator operator and miller at Avoca, Iowa, died on January 27.

**CASSIDY.**—Charles E. Cassidy, aged 76, died on January 16 in New York City. He was a member of the Produce Exchange and of Carscallen & Cassidy, Jersey City.

**CHRISTOPHER.**—Charles Christopher, manager of the Wolf Bros. elevator at Silica, Kan., died. He is survived by three sisters.

**CHURCHILL.**—Leroy S. Churchill, 72, founder of the Churchill Grain & Seed Company, and vice president of the Syracuse Milling Company, died at Buffalo, N. Y., on January 22. He lived in Buffalo for 23 years.

**COVER.**—Albert D. Cover, feed dealer and member of the Baltimore (Md.) Chamber of Commerce, died on January 12, of pneumonia.

**DODGE.**—Edwin Noyes Dodge, Minneapolis, Minn., grain man, died on January 22, at the age of 65. Mr. Dodge retired from business 17 years ago. A son and a daughter survive him.

**DONELS.**—Charles E. Donels, aged 58, died January 6 of heart trouble. He was manager of the Farmers Grain Company of Vinton, Iowa.

**EIKENBARY.**—Marcus Eikenbary, Richey (Van Wert p. o.), Ohio, died on January 14, following an operation. He was 51 years old. Mr. Eikenbary operated the Richey Grain Company.

**FETTERMAN.**—Lon Fetterman, manager of the Southworth & Co. grain office at Delta, Ohio, died on January 30, at the age of 60.

**FLAGLE.**—Charles S. Flagle, elevator inspector, died at Riverton, Iowa, on January 9, of heart trouble.

**GUTHRIE.**—Henry S. Guthrie, veteran grain dealer and member of the Buffalo (New York) Corn Exchange, died January 27, following an operation. He was 72 years old. Mr. Guthrie was at one time associated with his father, Solomon S. Guthrie, in the grain business and later succeeded him. His widow and a brother survive him.

**HARRIS.**—J. Harris, manager of the Griswold (Iowa) Co-operative Elevator, died on January 21 of pneumonia.

**HEMINGWAY.**—William Hemingway, colored, board marker and utility man for the Memphis (Tenn.) Merchants Exchange for the past 39 years, died recently.

**HILL.**—A. B. Hill, formerly manager of Turner Bros. Grain & Coal Company, Mansfield, Ill., died recently of pneumonia. He was 56 years old. His widow and a son survive him.

**ISEBELL.**—Sidney M. Isbell, aged 86, died at his home in Jackson, Mich. He founded the S. M. Isbell & Co., farm and garden seeds. He began his career in produce and worked into the seed business. He retired in 1908. His widow and three stepchildren survive him.

**LAMBERT.**—George A. Lambert, grain dealer and manufacturer at Anderson, Ind., died at Winter Haven, Fla.

**LUKE.**—F. G. Luke, auditor for many years of the Iowa Farmers Grain Dealers Association, died recently from apoplexy, at Hampton, Iowa.

**LESTER.**—Charles H. Lester, 62, well known board of trade operator, Chicago, died of heart trouble on January 15. His widow and two sisters survive him.

**LICHTENBERGER.**—Edward Lichtenberger, member of the Board of Trade, Chicago, Ill., died on January 12 of pneumonia. He was 49 years old. His widow survives him.

**MIDSTOKKE.**—H. H. Midstokke, agent for the International Elevator Company at Sharon, N. D., died recently.

**MILLIMAN.**—Samuel C. Milliman died at his

home in Minneapolis, Minn., at the age of 74. Mr. Milliman had been employed by the State Grain Inspection Department since 1897. He had been ill for some time.

**MUNDY.**—James C. Mundy, grain man, died in Minneapolis, Minn., after an illness of several years. He was formerly in the grain business at Rolla, N. D., and had been in the same business in Minneapolis for the past 10 years. His wife and five children survive him.

**NIERMAN.**—Frank Nierman, proprietor of a grain and feed store, Chicago, was killed recently when he resisted armed bandits who looted his store.

**NIMMERFRO.**—Jacob B. Nimmerfro, pioneer grain, seed and feed man of Herron Lake, Minn., died on January 13 of influenza. He entered the grain and seed business of St. John Bros. at the age of 19. His widow and four daughters survive him.

**O'HEARN.**—Frank O'Hearn, well known grain man, died at Marshalltown, Iowa, on January 9. He was formerly associated with the Bulpitt-O'Hearn Company and with J. E. Brennan & Company.

**OWEN.**—Henry Owen, aged 55, night watchman for the Crowell Elevator Company, Omaha, Neb., died of pneumonia resulting from a fall on the ice where he lay exposed to the severe cold for 15 minutes before he was discovered by police and taken to the hospital. His thigh was broken in the fall.

**POMEROY.**—A. L. Pomeroy, with the Nebraska-Iowa Grain Company of Omaha, for the past 24 years, died February 8, following an operation.

**POTTER.**—John E. Potter, vice-president of the McKay-Reese Company, seed and grain dealers, Nashville, Tenn., died January 10 from influenza. He had been with the McKay-Reese people since 1895.

**REUTZ.**—William F. Reutz died suddenly of influenza. For several years he managed the Okolona (Ohio) Grain Company, and at the time of his death was secretary of the Northwestern Farmers Grain Dealers Association.

**ROBERTS.**—A. R. Roberts, formerly manager of the Christie Grain & Coal Company, Preemption, Ill., died in January, following a short illness. He was 70 years old. His widow and two children survive him.

**RYAN.**—W. F. Ryan, pioneer member of the St. Louis (Mo.) Merchants Exchange and active for many years in the feed business, died suddenly.

**RODGERS.**—John Ambrose Rodgers, board of trade operator for 30 years, and member of Farrell Bros., brokerage, died recently while inspecting a new branch office of the company in Chicago. He lived in Oak Park, Ill. His widow and six children survive him.

**SCHROEDER.**—William F. Schroeder, aged 60, died January 21 following a brief illness. He was a member of the Milwaukee Chamber of Commerce for 26 years. He started his grain career in Chicago with B. P. Hutchinson. In 1903 he moved to Milwaukee where he has since lived.

**SHUMACK.**—F. E. Shumack, connected for several years with D. Iesh in the grain elevator at Markle, Ind., died recently of heart trouble.

**SITTERLY.**—A. T. Sitterly, 82, representative of S. Howes Company of Silver Creek, N. Y., for 25 years, died on January 12 at Brooklyn. While Mr. Sitterly was secretary of the Howes company he devised many improvements in Eureka machinery. After 35 years of service with the company, he retired in 1917.

**SMITH.**—John F. P. Smith, engaged in the feed business in Muncie, Ind., for the past 10 years, died recently. His widow, two daughters and three sons survive him.

**STANTON.**—B. T. Stanton, aged 72, former grain man and resident of Bozeman, Mont. for 38 years,

died recently. Although active in business Mr. Stanton had been ill for years. He was with the F. L. Benepe grain company for some time. His widow and two sons survive him.

**SMURTHWAITE.**—Charles A. Smurthwaite, Ogden (Utah) grain broker, died on January 20 of heart disease. He was 65 years old.

**STEINMUELLER.**—Fred Steinmueller, 77, pioneer flour and feed dealer, died January 6 at his home in Milwaukee, Wis. He had been in the flour and feed business for more than 50 years. He was born in Germany and came to Milwaukee in 1861. His widow, three sons and a daughter survive him.

**STEVENSON.**—George Stevenson, former member of the Kansas City (Mo.) Board of Trade and of the Stevenson Grain Company, died of acute indigestion. He was 69 years old. His son, Harry, is in the grain department of the Flour Mills of America, Inc.

**THOMPSON.**—O. J. Thompson, former grain dealer, died at Northwood, Iowa, on January 22, of heart trouble. He was a pioneer grain and live stock dealer of Worth County.

**VISEK.**—Joseph Visek, Iowa representative for the past 12 years of Carhart, Code & Harwood, grain dealers of Chicago, passed away January 1 at Marshalltown, Ia., following a slight illness of a few hours. His widow, a stepson and four sisters survive him.

**VOSS.**—John Voss, grain dealer at Schaller, Iowa, died of pneumonia at his home east of Galva.

**WEST.**—E. S. West, pioneer grain dealer of Gothenburg, Neb., where he had been in business for 40 years, died recently.

## FIRES—CASUALTIES

Cedar Grove, Wis.—Fire destroyed the Farmers Co-operative Elevator.

Auburn, Neb.—The Farmers Union Elevator was damaged to the extent of \$500 in a recent fire.

Big Rock, Ill.—Fire destroyed the office of the Farmers Co-operative Company on January 31.

Phillipsburg, Kan.—The Farmers Elevator, including 8,000 bushels of grain, was destroyed by fire.

Luther, Mich.—The elevator of Frank Smith burned recently. It was partially covered by insurance.

Silver Lake, Kan.—The grain elevator of Merrillat Bros. burned on December 30. It will be rebuilt at once.

Medford, Okla.—The elevator owned by Mrs. Harriette Hacker was totally destroyed by fire on January 30.

Morganfield, Ky.—The A. C. Hancock elevator was destroyed by fire. Loss is \$50,000. It will be rebuilt shortly.

Vandalia, Ill.—Fire recently damaged the Filer Grain & Feed Store. Estimated loss is \$10,000, partially covered by insurance.

Silverton, Tex.—The grain elevator of the Roberts Seed & Grain Company, which was burned, causing a loss of \$10,000, will probably be rebuilt.

Griffin, Ind.—The feed house of the Price Elevator Company burned recently causing a loss of \$500. The metal covered elevator withstood the flames.

Gorman, S. D.—The Atlas Elevator burned on February 2, causing a loss of over \$50,000. Four box cars, coal sheds and considerable grain were also lost.

Pine Bluff, Ark.—Fire damaged the plant of the Riley Feed Manufacturing Company to the extent of \$15,000. The plant will be re-equipped with machinery.

Grandview, Ind.—The elevator of the Rockport Milling Company was recently destroyed by fire. Daniel Kopp operated the elevator which was valued at \$5,000.

Glen Elder, Kan.—Fire, causing a loss of more than \$50,000, destroyed the elevator and mill, owned by R. W. Dockstader of Beloit. The plant was insured for \$12,000.

Silver Park, Sask.—Fire damaged the Standard Elevator to the extent of \$2,000 on January 10. Explosion of a lantern carried into the pit to oil machinery caused the blaze.

Castor, Alberta.—The plant of the Home Elevator Company burned recently, causing a loss of \$35,000. The elevator contained 30,000 bushels of grain and was fully insured.

Escalon, Calif.—The warehouse of the Escalon Feed Company was destroyed by fire. Machinery and stock were completely destroyed. Estimated loss is \$8,000. The company will rebuild soon.

Forest Grove, Ore.—Fire caused damage of \$65,



000 to the warehouse of the Farmers Feed & Supply Company on January 13. A large quantity of wheat, stock feed, trucks and automobiles were also burned.

Falkirk, N. D.—Fire completely destroyed the elevator of Schult Grain Company on January 26. Estimated loss is \$40,000, covered by insurance. The elevator contained 20,000 bushels of grain.

Purcell, Okla.—Buildings of the Oklahoma Terminal Elevator company were destroyed by fire. Damage is set at more than \$150,000. The burning of a 6,000-barrel oil tank threatened the shops but was averted.

Dalton, Neb.—Fire destroyed the elevator of

Pelster & Anderson, causing a total loss of \$12,000. Grain in the elevator at the time was valued at \$5,000. Built in 1906, the elevator was considered the first grain receiving station in the district.

Charlotte, Mich.—The hay warehouse of the O. E. Packard Estate was burned on January 11. A spark from a refuse burner is thought to have been carried by a strong wind to a shed adjoining the warehouse. Insurance paid amounts to \$1,133.20.

Scottsbluff, Neb.—The house and 20,000 bushels of grain of the Scottsbluff Elevator Company were destroyed by fire. Estimated loss is \$25,000. Defective wiring is thought to have caused the fire. The structure will be rebuilt at once, it is reported.

ing feeds will replace the flour milling equipment. No flour will be milled. A modern warehouse will house stocks of feeds and seeds.

The feed store of Gus Hunter, Mission, Texas, is now operated by the Clark Feed & Seed Company, McAllen, Texas.

The Knaur Grain Company, Denison, Texas, has added to its plant a molasses feed unit and a new grinding department, at a cost of \$40,000.

A two-story frame milling and warehouse building is being erected at Rapid City, S. D. for the McMillon Company. The cost is \$3,000.

The Farmers Co-operative Association, of Boyden, Iowa, is replacing its old mill with a new feed grinder. It has two 50-horsepower motors.

Part of the Brewer Service station, Florida, Ill., has been sold to William Wilson who will have charge of the feed mill and ice departments.

Clarence E. Liechty is now supervisor of a chain of nine hatcheries and feed stores in Indiana and Ohio. The main office is at Ft. Wayne, Ind.

The Producers and Consumers Company, Inc., Genoa City, Wis., has been organized with a capital stock of \$35,000. It deals in feed, flour, etc.

Equipment recently installed by the Owen-Peeke Feed & Grain Company, Astoria, Oregon, consists of a feed mixer, half-ton cone mixer, cleaner, and feed grinder.

The City Fuel & Feed Company has been incorporated at Hastings, Neb. Capital stock, \$40,000. Incorporators are George Overturf, B. Currier, and Yarmond M. Tibbets.

The Wallace Milling Company, of Rockport, Ind., is operating as a feed store the elevator which it recently purchased. The bankrupt firm of Jeff Ray & Son formerly owned it.

The Missouri Farmers Association is planning to build a large and thoroughly modern feed mill at Springfield, Mo. It is expected that the building will be erected this year.

The hay barn of the Holloway-Grover Grain Company, Collinsville, Okla., which burned last fall, is being rebuilt. New corn cracking and grading machinery is being installed.

The new feed mill of the Pauls Valley (Okla.) Grain & Seed Company is now in operation. The mill has a daily capacity of 100,000 pounds of corn and 40,000 pounds of alfalfa.

Work will start on February 1, on a new alfalfa mill for the Fall City (Wash.) Mill & Feed Company. Larger and more modern machinery, including a chopper, will be installed.

The building for feed mill and screenings storage of the Westport (S. D.) Grain & Coal Company is now completed. It has installed a feed grinder with a 30-horsepower motor.

E. H. Barry, Jr. and J. D. Barry of Gonzales have taken over the J. P. Dougherty feed and grain business at Monterey, Calif. They have leased the building and bought the equipment.

The Gallatin Grain Company, Junction, Ill., has installed a feed grinder, an oat huller and other machinery for the manufacture of feeds. They recently purchased the S. S. Kerr elevator.

Plans are being made for rebuilding the warehouse of the Farmers Feed & Supply Company, Forest Grove, Ore. The structure will be fireproof, larger and more modern than the old one.

Edwin Moss and A. B. Carter have bought the Lincoln Feed Company, of Star City, Ark., and are operating it as the Lincoln Feed & Flour Company. Mr. Moss was formerly manager of the company.

The Kemp Grain Company, Lexington, Ill., is building a frame, iron-clad, electric power feed mill; also two-story warehouse. A one-ton mixer, crusher and other machinery amounting to \$10,000 are being installed.

A new \$1,000,000 power plant is being provided by Anheuser-Busch Inc., St. Louis, Mo., to drive the machinery in its feed manufacturing department and other divisions of the business. The plant will be completed in 1930, it is expected.

The Jones Feed & Grain Company has been organized at High Point, N. C., to do a general retail business. Capital stock is \$50,000, of which \$300 has been subscribed. Incorporators are J. F. Jones, G. H. Jones and J. E. Vaughn.

C. W. Stoner & Son, who have conducted a grain and coal business for 40 years at Iroquois, S. D., are now converting one of their elevators into a feed mill. Machinery for grinding feed and corn meal and hulling oats will be installed. All loading and unloading of grain and the ground product will be done by machinery.

The Pawhuska (Okla.) Hatchery & Feed Company has succeeded the Pawhuska Feed & Seed Company. W. T. Leahy and L. O. Parker are the new owners. Field and garden seed as well as feed will be handled in connection with the hatchery.

Work on the warehouse of France Bros. Feed Company, Buckley, Wash., is being completed. It

## HAY, STRAW AND FEED

The Carthage (Ill.) feed store has been sold to Gay Boston.

W. E. Wade is installing a batch mixer in his elevator at Paris.

A new feed mill is being erected at Burgess, Ill., by Frank Cole.

A feed store has been opened in Lawrenceville, Ga., by John Cooper.

A feed grinder has been installed in the McGrath elevator at Sayre, Okla.

The Stryker (Ohio) Farmers Exchange Company has installed a feed mixer.

B. B. Stuff has bought the City Coal & Feed Company at Webster City, Iowa.

G. J. Burrer & Sons, Sunbury, Ohio, have installed a one-ton feed mixer.

The store and office of the Renton (Wash.) Feed Company have been enlarged.

A feed grinder has been installed by the Farmers Exchange of Central City, Iowa.

A. R. Britain is using his elevator at Deepwater, Mo., for the manufacture of feeds.

A feed mill has been installed in the plant of Baumgarten & Donovan, Albert Lea, Minn.

The Blackduck (Minn.) Grain Company has installed a feed grinder, warehouse and scales.

A vertical batch mixer has been added to the equipment of W. N. Butler of Columbia, Tenn.

Geiser's Feed Store has succeeded the Independent Gin & Trading Company, of Dewey, Okla.

The Hendley Feed & Grocery Company is operating at Vienna, Ga. Rupert Hendley is owner.

The feed business of F. C. Benjamin at Danbury, Conn., has been bought by J. Henry Roth.

A feed and grain store has recently been opened at 612 East Des Moines Street, Des Moines, Iowa.

A half-ton batch mixer has been added to the feed equipment of Rose & McDavid, at Sullivan, Ill.

The new owner of the Elmwood (Ill.) Park Feed store is Orla Smith. He sells stock and poultry feeds.

A new feed grinder has been installed by the Mechanicsburg (Ohio) Co-operative Exchange Company.

The Koster Feed Company, Manson, Iowa, has bought the feed store of A. H. Keck, Humboldt, Iowa.

The Co-operative Shipping Association, Taintor, Iowa, has installed a new feed mill and electric motors.

The Reece Flour & Feed Company, Des Moines, Iowa, has changed its name to the Beaverdale Feed Company.

Schramm & Johnston, Corning, Calif., have been carrying poultry feed and supplies since the first of the year.

The Farmers Co-operative Company, Hoagland, Ind., has installed a 60-horsepower motor to drive its feed mill.

Cecil Wilson has bought the feed and grocery store of the Shaver Trading Company, located at Stigler, Okla.

Baker & Peck Company, feed firm at Jonesville, Wis., has sold an interest in its business to Harry Knopes.

The Farmers Produce Company has taken over the J. T. Walton produce and feed business at Wichita, Kan.

Sargent & Co., stock food distributors at Des Moines, Iowa, have added a mineral feed department to the business. Thomas G. Dyer is manager of the new unit.

The new structure of the Shawnee Mill & Grain Company, Nashville, Tenn., has been completed, at a cost of \$50,000. They manufacture livestock and

poultry feeds. The capacity is 1,000 bags of feed daily.

A feed and produce store has been opened by the Worthington (Ind.) Produce Company. John Criss is in charge.

The three-story addition to the plant of the Crabbs, Reynolds, Taylor Company, Lafayette, Ind., has been completed.

A magnetic metal catcher for its feeds is being installed by the Ottawa County Co-operative Company, Curtice, Ohio.

The Lyons (Ohio) Grain & Coal Company has installed a 50-horsepower feed grinder, power feeder and other equipment.

A combined crusher and feeder has been installed in the feed department of the Farmers Co-operative Company, Treaty, Ind.

A feed grinder, a corn crusher and a corn sheller have been installed by the Shinrock (Ohio) Elevator & Supply Company.

A 50-horsepower feed grinder and other equipment have been added to the plant of the Conover (Ohio) Grain Company.

The new \$20,000 dairy and poultry feed plant for the Johnson & Son Seed Company, Tulsa, Okla., is nearing completion.

The Ohio Feed & Supply Company has opened a store at Belpre, Ohio, succeeding J. S. Stone. Leslie Hoy is manager.

J. C. Kline has opened a feed store at Belvidere, Ill. In addition to feeds, he will handle farm equipment and supplies.

Maney Bros. Mill & Elevator Company, Minneapolis, Minn., has improved its plant with a \$25,000 molasses feed mixing unit.

Chapman & Chapman, of Tomah, Wis., have installed new feed grinding machinery and have increased their storage space.

The Bronson (Mich.) Co-operative Company has improved its elevator with a feed grinder, a corn sheller and other machinery.

Chick feed manufacturing equipment has been added to the feed grinding department of the Benson (Minn.) Market Company.

The Uthmeier-Hintz feed mill and warehouse at Marshfield, Wis., has been sold to the Farmers Co-operative Products Company.

A feed grinder has been installed in the feed mill of Charles Brazius, Newburgh, Ind. It is electrically driven by an enclosed motor.

The Bennett Produce Company, Holdenville, Okla., has been succeeded by Rose & Mullens Produce Company, dealers in feeds.

Reorganization and re-incorporation have been effected for the Kasco Mills, Inc., Toledo, Ohio. Charles R. Keilholtz is president.

E. J. Crane has taken his sons into his feed, seed, grain and flour business at Medford, Wis. The firm name is now E. J. Crane & Sons.

The Lee-Nye Construction Company has bought and is operating the feed and building business of Sears & Roswell at Centralia, Wash.

The grain and feed business of Pennington Produce Company at New Plymouth, Idaho, has been sold to M. L. Hatfield of Notus.

The Bucraw & Hoppes coal and feed business at Middletown, Ind., is now owned by Hugh Hoppes who has recently bought the interest of Harry L. Bucraw.

The Cranston-Liggett Grain & Feed Company, Leavenworth, Kan., has been succeeded by the Leavenworth Feed Mills, Inc. They will manufacture feedstuffs.

The Tyler Grain Company, of Wooster, Ohio, has bought the plant of the Lodi Milling Company. Modern elevator machinery for grinding and mix-



has a much larger capacity than the old one. A new loading platform with suspended roof has been built. The office has also been enlarged to meet the new requirements.

Due to the illness of Jay Campbell, his partner,

E. B. Bailey, has bought his interest in the Bailey & Campbell feed and seed store at Reading, Mich. Mr. Bailey will operate under his own name. Mr. Bailey and Mr. Campbell have been in partnership for 22 years.

## FIELD SEEDS

(Continued from Page 499)

Alfalfa. The keen interest in the experiment is shown by the fact that 557 soil tests have been made on 250 farms in the county. It is estimated that at least 90 per cent of these farmers testing will plant Alfalfa to some extent. Many cars of limestone have been bought co-operatively and this process will be kept up until all the farmers who want it in Bayfield County are fully satisfied.

### SEED DUSTING SERVICE STATION DRAWS BIG TRADE

Typical of the many small local elevators and mills which are building up a new sideline around the demand for treating seed wheat according to current Government recommendation, is the Beta Mill, at Sylva, N. C. In order to enable local farmers to "vaccinate" their wheat against smut or bunt, this mill, grain, and seed firm has installed the necessary seed wheat treating apparatus.

Wheat growers throughout the United States and Canada are now using this method of killing the smut or bunt in seed wheat because it can be done at the mill when the wheat is cleaned and the seed will keep for weeks without injury and can be drilled or sowed easily. The Beta Mill is furnishing the copper carbonate dust, cleaning the seed wheat, and treating it all in one operation at the low cost of five cents per bushel. About 20 bushels of seed wheat can be cleaned each hour.

### TREATED BARLEY FOR SEED

Germination tests with scabby barley in Ohio are showing that 80 to 90 per cent of the best cleaned seed will grow. If all shriveled scabby grains are screened, a fair stand may be expected.

The shriveled grains are mostly caused by scab and carry the disease, and if not removed become a source of reinfestation. For this reason the seed should be thoroughly cleaned to remove all scabby grains. No treatment of seed to control scab has proved wholly satisfactory.

### BUYERS AND SELLERS

Bag Lots or Carloads

Alfalfa, Clovers, Grasses, Field Seeds

**ED. F. MANGELSDORF & BRO.**

Wholesale Field and Grass Seeds

ST. LOUIS, MISSOURI

### SEED GRADER DOUBLES OUTPUT

The heavy increase in seed oats business developed by the Early & Daniel Company, of Cincinnati, Ohio, has resulted in the installation, by that company, of a new 14-foot triple-screen sifter, which has more than doubled the former capacity.

All three screens are operated at once, effecting four separations. The top separation, as arranged now, brings out the small, No. 2 grade oats. A large number of different size screens are available so that practically any desired separation may be secured. Two-inch balls of solid rubber keep the screens clean. The "Tuxedo" brand of seed oats is the result of the final sifting.

### COTTONSEED HEARING IN MARCH

Chicago has been scheduled as the place and March 6, named as the date for the Federal railroad rate investigation relating to cottonseed and its products.

The Interstate Commerce Commission has appointed Examiners Money and Esch to hear the testimony. The case is included in Part No. 2 of the Hoch-Smith rate investigation, registered on the commission's docket as the now famous case No. 17,000.

### SEED CLEANING REVENUE \$180 PER ELEVATOR

The extent of seed cleaning as an elevator sideline is shown in a Government report just published. Over 30 per cent of the farmer-owned elevators reporting to the Department of Agriculture in 1928, cleaned seed grain for their customers in the 1926-27 season. The amount cleaned per elevator was 3,607 bushels, and at five cents per bushel, this indicates a typical income of \$180 per year for this operation.

Treating seed grain for smut is a special service showing rapid development in both independent and co-operative elevators located in sections where wheat and oat smut are prevalent.

The Federal report discloses that seed cleaning is an elevator function most highly developed on the Pacific Coast, where 72.2 of all reporting elevators cleaned seed, compared to 62.9 per cent in the Soft wheat area, 50.3 per cent in the Spring wheat

area, 26.8 per cent in the Winter wheat area, and 14 per cent in the corn belt.

In numbers, however, rather than per cent, the corn belt elevators lead in seed cleaning activity with 321 reporting that operation, as against 195 in the Spring wheat area, 149 in the Winter wheat district, 62 in the Soft wheat states, and 18 in the Pacific Coast.

Elevators in the Spring wheat area ranked above all in the matter of average amount of seed grain cleaned, with 5,437 bushels. This may be compared with 3,772 bushel average on the coast, 2,624 bushels in the Winter wheat area, 1,845 bushels in the corn belt, and 1,698 bushels in the Soft wheat area.

The extent to which elevators clean seed grains varies with the kinds of grain seeded, the presence of foul weed seeds, the necessary seed cleaning equipment and other factors. In some sections farmers have purchased small cleaners and cleaning is done at the farm. In other sections where elevators have installed modern equipment they have developed seed cleaning as a profitable part of their business.

### SEED SIDELINE STIMULATED BY FEDERAL REPORT

Elevator seedsmen now are preparing to cash in on the recommendations made by the Government in regard to increasing the acreage of Clover and Alfalfa seed crops. In a report put into national circulation this month, the Department of Agriculture definitely recommends "a general increase in the acreage of Red and Alsike Clover for seed and an increase of Alfalfa for seed in central and northern-producing districts."

Stocks of Alsike, Clover and Alfalfa seed are expected to be practically exhausted and the carry-over of domestic Red Clover seed will be small, after spring and early summer planting requirements have been met. Prices for these seeds have been relatively high, and are expected to continue at profitable levels. The staining of imported Red Clover and Alfalfa seed, under provisions of the Federal Seed Act, which became effective in 1926, probably will continue to stimulate the demand for these seeds grown in this country.

### ASK \$6,000,000 FOR SEED

Central and southeastern seed dealers will have a chance to bid on the largest seed order in history if the House of Representatives passes the bill (S. J. Res. No. 182) already endorsed by the Senate. This measure calls for the appropriation of \$6,000,000 for the purchase of seed for free distribution to flood victims in the southeast. The seeds will be principally for grain and cotton crops.

Representative Fulmer, of Orangeburg, S. C., a member of the House Committee on Agriculture, has announced that his bill, calling for the same type of relief as provided by the Senate bill, will now be pigeon-holed in favor of the latter measure, when the farm relief session is called to order.

### TURKESTAN HELPS MEET ALFALFA SEED SHORTAGE

Alfalfa seed production in 1928 was about 40 per cent smaller than in 1927. The decrease was mainly because of a marked reduction in yields, particularly in two of the largest producing states, Utah and Idaho, and shorter crops in several other states. Imports during the year ended June 30, 1928, totaling 782,300 pounds, were only about one-tenth the average for the past five years; since July 1 imports have continued in nearly the same proportion, reflecting another short crop in Canada.

More seed, however, expects the Department of Agriculture, is to be imported from Turkestan dur-

(Continued on Page 505)

**SEEDS BETTER SEEDS; BETTER CROPS**  
**PRUNTY SEED & GRAIN CO.**  
9 South Main St. SAINT LOUIS

# CHAPMAN'S Red Top

**MEAT SCRAPS - - 50% PROTEIN**

**Digester Tankage - - 60% Protein—Great Specialty**

**SIDELINES FOR ELEVATORS**

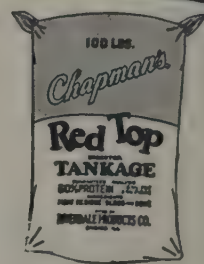
**Special Odorless Bone Meal—Salt**

**RAW BONE MEAL — CALCIUM CARBONATE**

Write or Wire

**RIVERDALE PRODUCTS CO.**

Offices: 105 West Adams Street, Chicago



60% Protein



(Continued from Page 504)

ing the next eight or 10 weeks than during the same period in any year since 1920. Present supplies of domestic Alfalfa are smaller than those for a number of years, but are expected to meet spring seeding requirements, which may, however, be affected somewhat by prevailing prices, the highest since 1920 and nearly 25 per cent above the average for the past five years.

COMFORT SEED FOR 1931

Seed from the new, smooth-bearded variety of barley, developed in Nebraska, will not be available for distribution upon a commercial basis for two years, but seedsmen and dealers already are evincing interest in the new grain, which has been christened "Comfort" in honor of its harmless beard.

The Nebraska State Agricultural College will recommend the wide application of Comfort seed, as initial tests indicate that it will outyield many ordinary varieties by a margin of seven bushels to the acre.

MAKING SEEDS DO THEIR OWN ADVERTISING

H. G. Rheney, manager of the B. B. Kirkland Seed Company, of Augusta, Ga., risked his reputation as a seedsman recently on a handful of what he claimed were seeds that would sprout up in almost no time. The public was in on this; it was like Fulton and his steamboat with a crowd of skeptics looking on.

For a long time Mr. Rheney had advertised his

seeds as "Sho-Gro," but just to show the world he knew they would grow, he prepared and planted the slogan, "Kirkland's Sho-Gro Seeds" at the Augusta fair grounds while hundreds of people chewed gum, shook their heads, cracked peanuts, and watched. That was late on the critical Saturday. The fall festival was scheduled for Monday.

By Monday afternoon the seeds began doing their stuff, outlining the letters as Mr. Rheney had said they would. By Tuesday, they were up so you could read them, and the balance of the festival week, this seed bed was an interesting study to thousands of Festival visitors. The "Sho-Gro" seed brand was proven.

This southern seed firm is a strong believer in  
(Continued on Page 506)

COLORADO  
ALFALFA MEAL

All Grades and Grinds.  
We specialize on Fine Ground for  
Poultry Mash.

Lamar Alfalfa Milling Co.  
Lamar, Colorado

Every Elevator and Mill

has a "Dust" problem. For "Dust" the Hubbell Mask offers a "perfect solution."

Our solution is very unique and different.

So also—is our method of selling—

We insist, that you "try" them before you buy them.

We send you, by parcel post prepaid one of our \$7.50 standard packages.

If you like them, send us a check.

If you don't like them, send them right back.

This offer will shortly be withdrawn. So tear out this ad and clip it to your letter head now. Tomorrow will be too late.

HUBBELL PROPHYLACTIC MASK CO.  
527 West 125th St. New York City

Miscellaneous  
Notices

FOR RENT

Well located grain elevator at Warsaw, Ind. Can combine feed grinding and coal business. THE STATE BANK OF WARSAW, Warsaw, Ind.

FLOUR MILLS — FEED MILLS

Turn mill failures into successes. Turn unprofitable flour mills into successful feed mills. Get my inspection for success. I flow, plan, inspect appraise, test, remodel and build flour and feed mills. Finest references. Prices reasonable. Consult me now. Get my books from the AMERICAN GRAIN TRADE, C. E. OLIVER, E. M. & M. E., Co-shocton, Ohio.

POSITION WANTED

As manager of grain elevator. Have 15 years' experience. Best references. Can come at once. EVERETT W. COX, 408 N. Walcott St., Indianapolis, Ind.

For Sale

ELEVATORS AND MILLS

FOR SALE CHEAP

Chicago Terminal Elevators, capacity 125,000 bushels. TERMINAL ELEVATORS, Box 2, care AMERICAN ELEVATOR & GRAIN TRADE, 431 South Dearborn St., Chicago, Ill.

FOR SALE IN MICHIGAN

Best paying grain and bean elevator in town of 5,000. Fine residence and four acres choice land. Sixty-nine cars of coal sold last year. Average business, \$150,000 to \$200,000. R. N. PARSHALL, 442 Charlotte Ave., Detroit, Mich.

FEED BUSINESS FOR SALE

Feed manufacturing and warehouse business on tracks, 10-year lease, 22,500 square feet floor space. Brick building. In good poultry section; 50 miles from Los Angeles. \$8,000. Inventory. SPECIAL FEED & WAREHOUSE CO., 3rd and Ramona Sts., Corona, Calif.

MACHINERY

SCALE FOR SALE

Three-ton Fairbanks Hopper Scale, complete. Firstclass condition. WASHBURN MILLING COMPANY, Malone, N. Y.

FOR SALE

Three Olds Gasoline Engines, two 18 h.p., one 35 h.p. One Hercules Gasoline Engine, 5 h.p. All in good condition. SMITH BROS., VELTE & CO., Lake Odessa, Mich.

FOR SALE

Two 25-h.p. type "Y" Semi-Diesel Fairbanks-Morse Engines. In good condition, and can be seen in operation any day at WOODSON FARMERS' ELEVATOR CO., Woodson, Ill.

FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

DRY  
Skim Milk

35% to 37% MILK PROTEIN—

builds muscle and meat

8% MILK MINERALS—

builds strong bones

51% MILK SUGAR (LACTOSE)—

energy and health giving foods

Dry Skim Milk is recognized by leading authorities and is in popular demand by poultry and livestock raisers on account of its health and growth promoting qualities.

Leading Feed Manufacturers use Dry Skim Milk in many of their formulas.

In poultry rations Dry Skim Milk promotes growth, stimulates laying, and maintains a healthy condition of the flock. Excellent in fattening feeds. Controls coccidiosis.

In Calf Meals, Pig and Hog Meals, Dry Skim Milk is also excellent.

Write for Samples and Information

AMERICAN DRY MILK  
INSTITUTE, Inc.

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NET PRICES—HIGH GRADE RUBBER  
BELTING NOW IN STOCK

Inch	2 ply	3 ply	4 ply	5 ply	6 ply
1	\$0.06	\$0.06	\$0.07		
1 1/4	.07	.08	.09		
1 1/2	.08	.09	.11	\$0.14	
1 3/4	.10	.11	.13	.16	
2	.10	.12	.14	.18	\$0.21
2 1/4	.13	.15	.17	.21	.25
2 1/2	.13	.17	.20	.25	.30
3	.17	.20	.23	.29	.34
4	.19	.21	.25	.31	.37
4 1/2		.24	.28	.35	.42
5		.26	.31	.39	.46
6		.31	.37	.46	.55
7		.37	.43	.54	.65
8		.40	.46	.58	.70
9			.52	.65	.78
10			.58	.72	.87

PRICES FOR WIDER BELTS AND FOR 7 TO 10 PLY  
ON APPLICATION

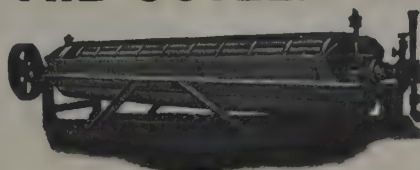
WE ALSO CARRY IN STOCK A COMPLETE LINE OF HANGERS, SHAFTING, WOOD AND STEEL PULLEYS, NEW AND USED LEATHER BELTING, MOTORS, GENERATORS, AND A FULL LINE OF MILL AND ELEVATOR SUPPLIES.

CLINTON SUPPLY COMPANY, Inc.

110-112 SO. CLINTON STREET  
CHICAGO, ILL.

SEE THAT YOUR CONTRACT CALLS FOR

THE CUTLER MEAL DRYER



SOLD BY ALL  
MILL  
FURNISHERS

All Metal Steam Dryer

IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention

CUTLER DRYER CO., North Wilbraham, Mass.

CATALOG ON REQUEST



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Seventh Year

fair advertising, and set up, along with its seeds, a full sample line of the feeds and other products carried. "Yellow Prolific" corn is a specialty of this seed company, and when Mr. Rheney says it will "sho gro" there's nothing to do now but believe him.

## BURIED SEED VITAL EIGHT YEARS

Seeds of various grains are short lived if they fail to come up for air the first season, but tobacco seed is a hardier proposition. Dr. S. C. J. Maatregelen, reports the International Institute of Agriculture, has found that tobacco seed which remains in the soil after a crop, keeps its germinating power for a great number of years, "at any rate considerably more than eight years." After a fallow of seven years, when new seed is sown, some plants appear from the old seed. This is found to be very troublesome and confusing in the attempt to develop pure lines.

## SEED WEEVIL STUDY RELEASED

The great damage done to the seed crops of various legumes, including peas and beans, has furnished inspiration for Bulletin No. 1275-F of the Department of Agriculture. The publication contains some illuminating data, although seedsmen will be surprised to find that certain explosive fumigants still receive official recommendation.

Weevil injury in freshly harvested seeds are hardly discernible, it is pointed out. How weevils develop and damage the seeds, and how infestations spread are two subjects given thorough analysis.

## ERGOTY SEED MENACES RYE

In spite of the market price rye still giving promise of rivalling that of wheat, the false economy of using cheap rye seed may mean poor pay for thousands of rye producers in the Northwest.

During the past season ergoty rye has been discounted as high as 50 per cent at terminal points, and only a program of crop rotation and pure seed purchases can prevent a duplication of such disastrous penalties. Durum and bread wheat, of course, also are susceptible to ergot infection from impure seed.

H. R. Sumner, of the Northwest Crop Improvement Association, warns all growers to "secure seed that is ergot free." Seed may be cleaned by immersing it in a 20 per cent salt solution, and skimming off the ergot bodies. Later the seed must be washed.

In the plants of local elevators or seed houses, all such seed processing can be done more economically than on the farm. The charge made for cleaned seed is negligible compared to the returns produced by it.

## PLANT HOLDS SEED 16 YEARS

Seeds with which the grain dealer is acquainted are classed as old about the time next year's crop is in sight, and their germinating power is handicapped by every year they are stored. Sequoia seeds are different.

Observations made in the national forest preserves of California indicate that the sequoia gigantea sometimes retains its cones for 16 years before they drop from the tree and discharge their seeds.

## RODENTS DESTROY SEED VALUE

Presence of rodents in seed warehouses during cold weather, as corn, for instance, injured by the gnawing of mice is of little value for seed purposes. "Seed corn injury caused by handling or mice," H. W. Alberts has reported in the *Journal of Agronomy*, "is important as reducing the subsequent growth of the plant. The breaking or removal of the pericarp exposes the endosperm to atmospheric

fluctuations of moisture, and enzymes secreted by certain cells spread through the endosperm, and fungi then soon attack."

The Andrew & Burri Seed Company, Kansas City, Mo., has been incorporated for \$21,000.

The Scott Seed Company has been chartered at New Albany, Ind., with a capital of \$50,000.

A cleaner for seeds and beans has been installed by the Riverton (Wyoming) Valley Grain Exchange.

James Webb has purchased the business and stocks of the Platte Valley Seed Company, Grand Island, Neb.

The new seed corn warehouse of the Ainsworth-Boone Company, Kentland, Ind., is completed. It replaces the one burned last May.

Net assets of the bankrupt E. G. Lewis Seed Company, Media, Ill., were disposed of at sale on January 15. They amounted to \$4,167.90.

Whitaker Bros. Implement Store & Seed House recently opened at Slaton, Texas. H. G. Whitaker and M. G. Whitaker, owners, have lived in Slaton for 14 years.

The Lockhart (Texas) Seed Company has been incorporated at \$20,000. M. H. Reed, Holland Page and O. W. Vogel are incorporators. They have a general seed and feed business.

An additional unit providing twice the space of the present quarters, will soon be added to the J. G. Peppard Seed Company plant at Kansas City, Mo. The new structure will be three stories.

Frank R. Moorman of Toledo, Ohio, has joined the John L. Kellogg Seed Company of Chicago and is now manager of its field seed department. Mr. Moorman is an experienced seed man, having been manager and secretary of Crumbaugh-Kuehn Company, Toledo, for 20 years. He has been a member of the Toledo Produce Exchange since 1910.

CHAMBER  
OF  
COMMERCE

MINNEAPOLIS

GRAIN  
RECEIVERS

YOUR CONSIGNMENT HOUSE

**W. C. MITCHELL COMPANY**

SUCCESSFUL GRAIN COMMISSION MERCHANTS SINCE NINETY-FIVE

DULUTH

MINNEAPOLIS

GREAT FALLS

## CEREAL GRADING COMPANY GRAIN MERCHANTS

Milling Wheat Any Protein Required  
Choice Milling Rye  
Feeding Grains All Kinds

We have remodeled and enlarged our Elevator "L" and now have about 1,000,000 bushels capacity and can give our trade better service than ever before. If you want good grain and quick service, write or phone us for prices.

**612 Chamber of Commerce, Minneapolis, Minn.**

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Cloth Binding .....\$2.00  
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**MITCHELL BROTHERS  
PUBLISHING COMPANY**

431 S. Dearborn Street

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RECEIVERS

**WHITE GRAIN CO.**

**SHIPPERS**

FANCY OATS  
MILL OATS  
SCREENINGS

FLED WHEAT  
BARLEY  
RYE

Write for Samples and Quotations

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**Lamson Bros. & Co.**  
Grain  
1874 Commission 1929  
Merchants

Fifty-five Years of Service in the Grain Trade

166 W. Jackson Boul.  
and  
439-445 S. Clark St.

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**DOERN-SCARRITT-HANNAH CO.**

FORMERLY  
POPE & ECKHARDT CO.  
(ESTABLISHED 1873)

COMMISSION MERCHANTS

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SEVENTY-SIXTH ANNIVERSARY YEAR  
**J. H. DOLE & COMPANY**

ESTABLISHED 1852  
George S. Dole, President Frank Hines, Sec. & Treas.

Commission Merchants, Grain and Seeds  
*We solicit your consignments and hedging orders in futures*

327 South La Salle Street, Chicago, Ill.  
Branch Offices: 23 Chamber of Commerce, Peoria, Ill.  
303 Merchants Exchange Bldg., St. Louis, Mo.

**We Buy**  
Wheat—Corn—Oats—Barley  
Send Samples  
**The Quaker Oats Co.**  
Cereal Millers  
Grain Dept. 80 East Jackson Boulevard  
CHICAGO

**Rosenbaum Grain Corporation**

Grain Merchants—Exporters—Importers

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COMMISSION MERCHANTS  
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With ROGERS GRAIN COMPANY  
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FOUNDED 1887  
COMMISSION MERCHANTS  
538 S. CLARK ST.,  
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**Robinson Telegraphic  
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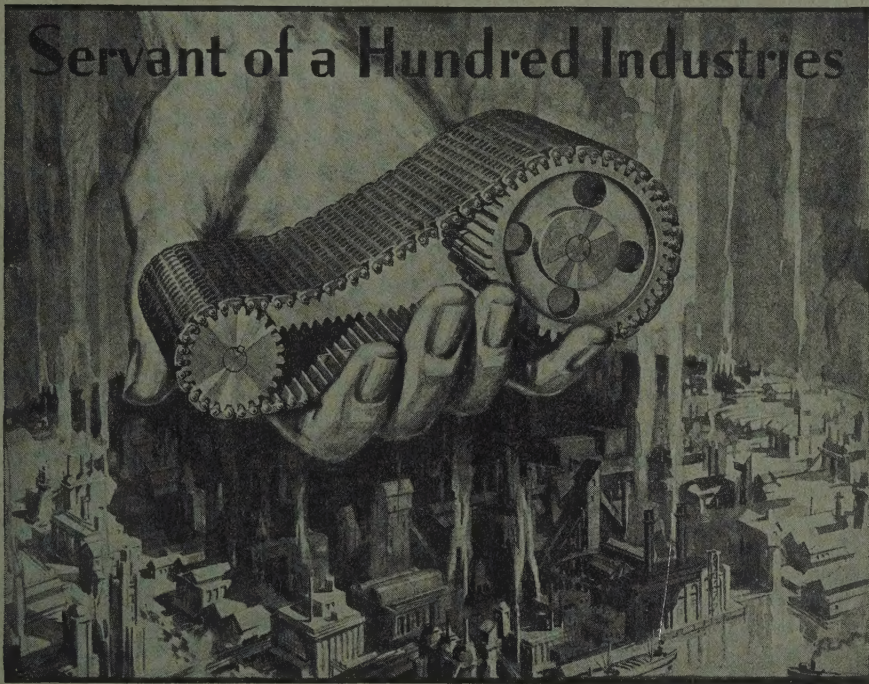
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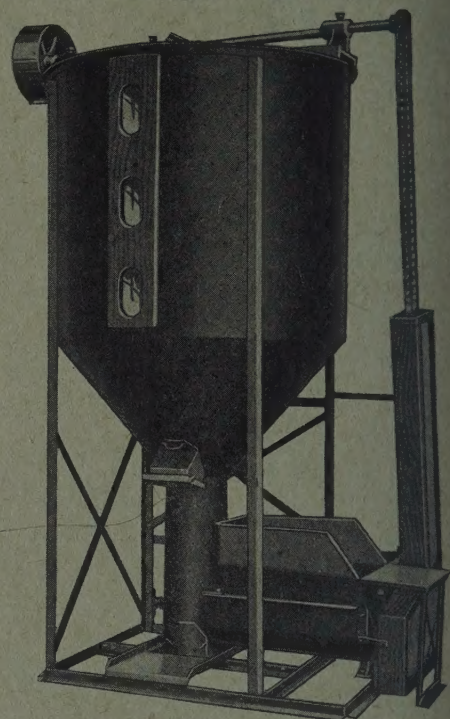
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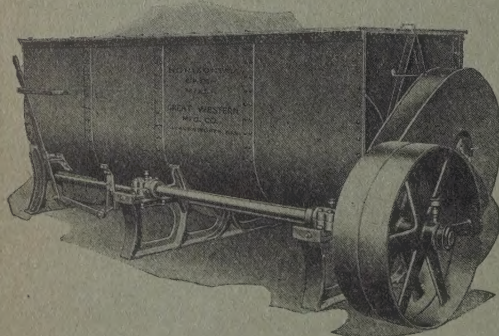
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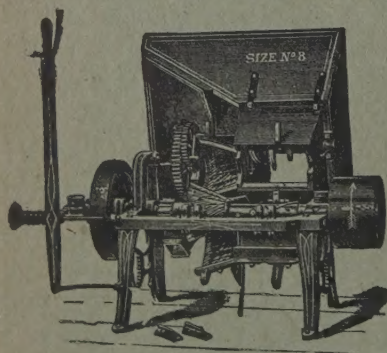


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